

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
Meat Packing and Allied Industries



MARCH 16, 1935

Volume 92 Number 11

## UNDISPUTED LEADERSHIP....

No longer is there any question concerning the material best suited for meat packing equipment needs. The experience of meat packers, everywhere, has given stainless ENDURO undisputed leadership in this field. Resistant to all meat juices . . . stronger than ordinary steel . . . and with a smooth, lustrous surface that can be kept scrupulously clean without effort . . . it is being rapidly adopted for all equipment re-

quirements. All leading manufacturers are prepared to fill your needs with equipment made from this permanent metal. Ask Republic for complete information.

The packing table illustrated is made from lustrous ENDURO, Republic's perfected stainless steel. Manufactured by Allbright-Nell Co., Chicago, Ill. Photo, courtesy of Armour & Co., Chicago, Ill.

## Republic Steel CORPORATION

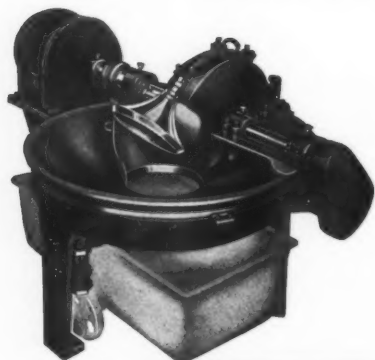


CENTRAL ALLOY DIVISION, MASSILLON, OHIO  
GENERAL OFFICES: YOUNGSTOWN, OHIO

**ENDURO**  
REPUBLIC'S PERFECTED  
STAINLESS STEEL

Licensed under Chemical Foundation Patents Nos. 1316471 and 1316472. Manufactured in and sold only through Republic Sales Offices and Authorized Distributors.

# "A GREAT SUCCESS



... with our No. 50

## 'BUFFALO'

*Self Emptying* Silent Cutter

CARL H. WEILAND, PRESIDENT

J. ALVIN WEILAND, VICE PRES.

FRANK B. WEILAND, SECRETARY

### WEILAND PACKING COMPANY INC.

*Sausage Makers for Particular People*



QUALITY PORK PRODUCTS

PHOENIXVILLE, PA.

October 20th, 1934.

John E. Smith's Sons Co.,  
50 Broadway,  
Buffalo, New York.

Gentlemen:

Being particular sausage makers for particular people, it is important that we have the particular machinery to accomplish this purpose. It may be of interest to you to know that we are having a great success with our No. 50 Buffalo Self-Emptying Silent Cutter, which we purchased eight months ago. We do not hesitate to recommend this machine to any sausage manufacturer.

Yours truly,

WEILAND PACKING COMPANY, INC.,

*Carl H. Weiland* President.



Cuts a batch of meat fine in 5½ to 9 minutes and empties it completely in less than twenty seconds. No hands need touch the meat; no movable parts to empty bowl. Three sizes: 200, 350, 600 lbs. capacity.

# JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

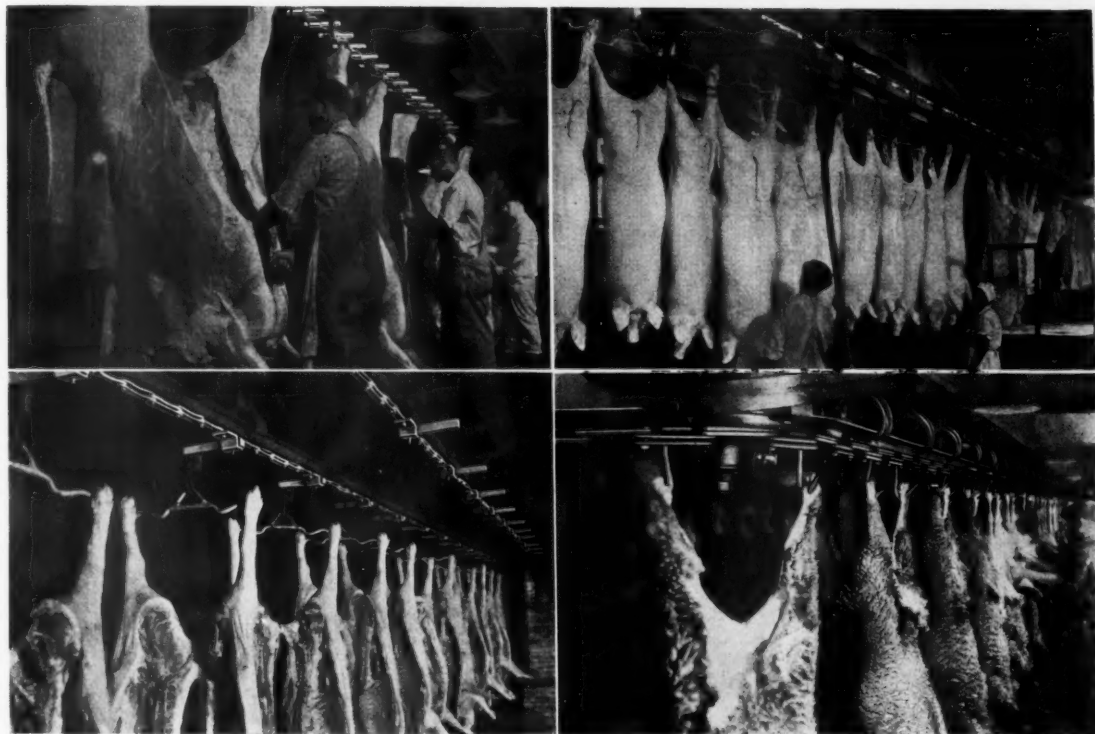


Chicago Office: 4201 S. Emerald Ave., Phone Boulevard 9020

Western Office: 1316 E. Slauson Ave., Los Angeles, California

Canadian Office: 189 Church St., Toronto, Ontario

# Improved Dressing Conveyors For Cattle, Hogs, Sheep and Calves



THE important element in overhead conveyors for moving carcasses on the rail, is the chain. Link-Belt engineers—chain specialists for 60 years—have materially increased the life and efficiency of chains for this work. The use of high carbon steels, heat treatment and better wheel design has made it possible to secure almost twice the length of service obtained from ordinary ice chain. This improved chain is known as Link-Belt SS-4126. It is interchangeable with the original types of ice chain and operates on the same sprockets.

Another original Link-Belt development is the application of Link-Belt No. 678, drop-forged rivetless chain to conveyors for this service. It has about two and a half times the strength of ice chain and may be also used with two-plane conveyors. It is of the same pitch as ice chain, and permits the same spacing of fingers.

When considering chain replacements on existing conveyors, or the installation of new units, give us an opportunity to discuss your problems with you.

**LINK-BELT COMPANY, 300 W. Pershing Road, CHICAGO**

Indianapolis

Philadelphia

St. Louis

Kansas City

San Francisco

Toronto

5239



# LINK-BELT Overhead Conveyors

# The National Provisioner

THE MAGAZINE OF THE

## Meat Packing and Allied Industries

Volume 92

MARCH 16, 1935

Number 11



Member



Audit Bureau of Circulations  
Associated Business Papers

Official Organ Institute of American  
Meat Packers.

Published weekly at 407 So. Dearborn  
St., Chicago, Ill., by the National  
Provisioner, Inc.

PAUL I. ALDRICH  
*President and Editor*

E. O. H. CILLIS  
*Vice Pres. and Treasurer*

FRANK N. DAVIS  
*Vice Pres. & Mgr. Adv. Sales*

Executive and Editorial  
Offices

407 South Dearborn Street,  
Chicago, Illinois

Eastern Office  
300 Madison Avenue,  
New York, N. Y.

ANDREW H. PHELPS  
*Manager*

Pacific Coast Office  
1031 So. Broadway,  
Los Angeles, Calif.

NORMAN C. NOURSE  
*Manager*

Yearly Subscription: U. S., \$3.00;  
Canada, \$5.50 (includes duty); for-  
eign countries in postal union, \$5.00.  
Single copies, 25 cents.

Copyright 1934 by The National  
Provisioner, Inc. Trade Mark regis-  
tered in U. S. Patent Office. Entered  
as second-class matter, Oct. 8, 1919,  
at the post office at Chicago, Ill.  
under act of March 3, 1879.

Daily Market Service  
(Mail and Wire)

"THE NATIONAL PROVISIONER  
DAILY MARKET SERVICE" reports  
daily market transactions and  
prices on provisions, lard, tal-  
lows and greases, sausage ma-  
terials, hides, cottonseed oil,  
Chicago hog markets, etc.

For information on rates and  
service address The National  
Provisioner Daily Market Ser-  
vice, 407 S. Dearborn St., Chicago.

### In This Issue

	Page
CUTTING COSTS—Saving 52c per Hog in Cutting Hams.....	11
HOG CUTTING TESTS—How to Figure Them Daily.....	24
SALES—Help for Salesman When Conditions Are Bad.....	21
STEAM AND POWER—How One Packer Saves \$12,000 a Year..	13
REFRIGERATION—Holding Bloom on Beef in Shipping.....	23
PACKAGING—New Styles at Annual Show.....	19
FISH—Looms Up as a Meat Competitor.....	14
BUSINESS AND GOVERNMENT—AAA Amendments—Direct Marketing—Cost of Government—State Sales Tax..	15
PROCESSING POINTERS—Lungs and Grease Yields.....	16
Improving Tallow .....	16
Nitrite in Sausage.....	17
NEW IDEAS—Recent Packinghouse Patents.....	17
CHAIN STORES—Tax Laws in Many States.....	46
RETAIL—Meat for the Easter Dinner.....	44
Dealers Go to School.....	45
NEWS OF TODAY AND YESTERDAY.....	41

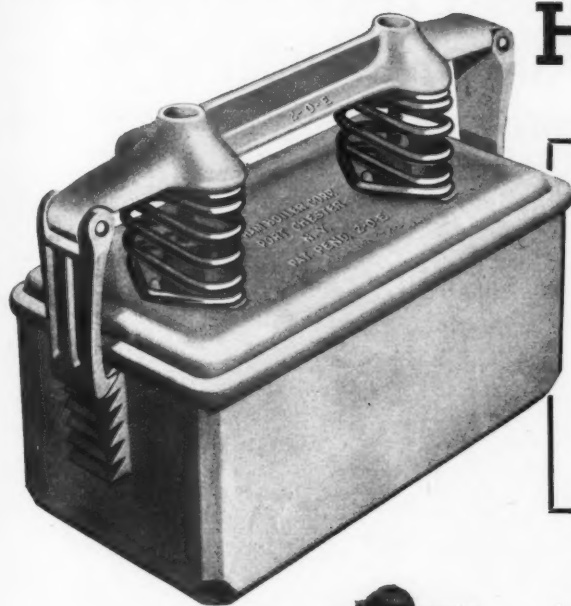
Index to Advertisers will be found on page 52.

### In Every Issue

MARKETS—	Page		Page
Provisions and Lard.....	25	Hides and Skins.....	39
Tallows and Greases.....	29	Livestock Markets.....	34
Vegetable Oils.....	31	Closing Markets.....	33
MARKET PRICES—			
Chicago Markets.....	48	Cash and Future Prices.....	27
New York Markets.....	49	Hides and Skins Prices.....	39
PROCESSING PROBLEMS.....	16	CHICAGO NEWS.....	41
REFRIGERATION NEWS.....	21	NEW YORK NEWS.....	43
FINANCIAL .....	46	RETAIL SECTION.....	44



# FACTS ABOUT ADELMANN HAM BOILERS

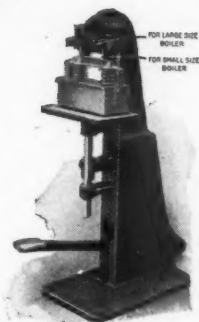


These facts do more than  
confirm leadership  
They tell you why your  
choice should be  
**ADELMANN**

To get perfect results from your Adelmänn Ham Boilers, use related Adelmänn Ham Boiling Equipment.

The Adelmänn Foot Press, closes ham retainer covers with even, steady pressure. Assures well molded hams, speeds up operations. Ask for free trial!

The Adelmänn Washer cleans any size or shape boiler. Quick, economical, efficient. Helps produce clean hams that sell better, at higher profit. Ask for list of users, and free trial particulars.



Adelmänn was the pioneer of yielding springs and developer of this advancement. The new *elliptical* springs permit expansion during cooking, but also distribute the pressure over a wide area resulting in solid hams. Adelmänn developed the self-sealing cover that reduces shrink, improves quality. Only Adelmänn gives you the unique spring, cover, and ratchet bar assembly that eliminates cover tilting.

Adelmänn developments are *practical* developments—conceived, pioneered and perfected for better ham boiling results. Adelmänn Ham Boilers are easiest to handle, quickest to operate, simple to clean. They are truly "The Kind Your Ham Makers Prefer."

Adelmänn Ham Boilers are made in several metals, in many sizes. The most complete line available. Descriptions, specifications and trade-in schedules of Adelmänn Ham Boilers are listed in a new booklet "The Modern Method." Many helpful hints. *Write for your copy today!*

## HAM BOILER CORPORATION

Office and Factory, Port Chester, New York

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London  
Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities  
Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.

**THIS TAG DIAL-INDICATING THERMOMETER**  
*belongs in* **YOUR SMOKE HOUSE!**



Actual size Dial-Indicating Thermometer in black bakelite case, complete with spiral armored tubing and plain or union connection bulb.

**\$15.<sup>00</sup>**  
**NET**

**T**HE cure of expensive cuts of meat deserves temperature protection. An old style conventional thermometer and a flashlight sometimes give it—but for failure to make the effort to read such a thermometer, the penalty is over-cooking or under-cooking. For telling its story, the TAG Dial Thermom-

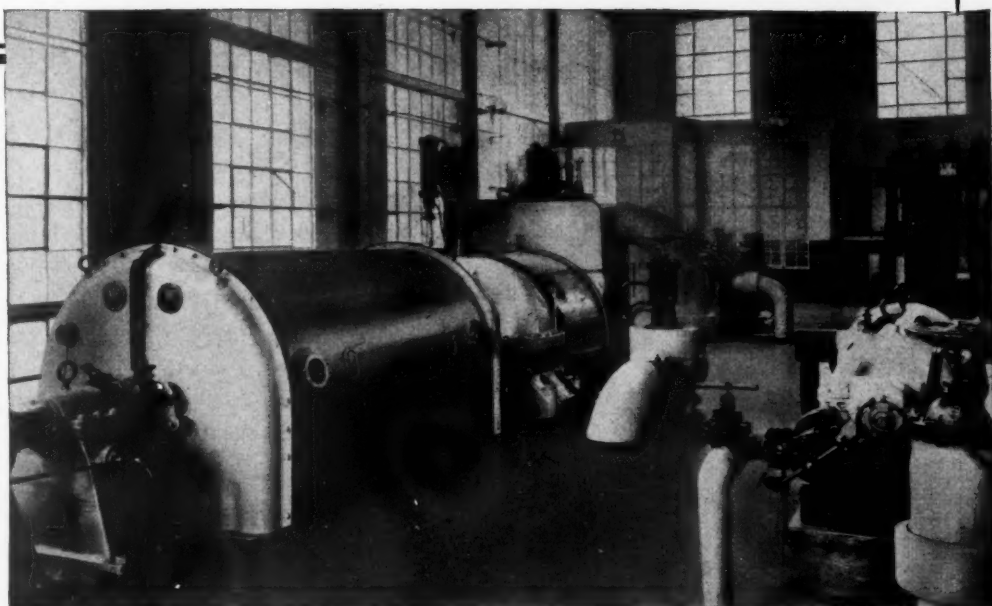
eter is about as shy as the office clock. At fifteen feet you can't miss the flash of correct temperature of the inside of the smoke house. If guessing curing temperatures is giving you non-uniform quality, this TAG Thermometer will appeal to you. It's briefly described with the illustration above.

Write for Bulletin No. 1050-7

**C. J. TAGLIABUE MFG. CO.**  
 Park & Nostrand Ave's., Brooklyn, N.Y.



*Since 1898 Westinghouse has led  
in Turbine design...*



**I**N 1898, George Westinghouse built and installed the first commercial steam turbines in America.

Since that time, Westinghouse engineers have acquired invaluable experience in the design, construction and application of back-pressure and extraction-type turbines for plants where steam is required for process work.

The modern Westinghouse turbine for meat packing plants has many unusual features that contribute to long life, low maintenance and economical operation:

Accurate control of the process steam pressure assures more uniform cooking and rendering temperatures. Automatic hydraulic control maintains the turbine speed and process steam pressure practi-

cally constant under varying rates of process steam extraction and electrical output. Efficient water-sealed glands prevent steam leakage or air admission. Bearings are uniformly lubricated with a plentiful supply of cooled oil.

**SEND FOR INFORMATION**

Westinghouse Electric & Manufacturing Co.  
Room 2-N  
East Pittsburgh, Pa.

Gentlemen: Send me complete information  
about Westinghouse packing-house turbines.

Name .....

Company .....

Position .....

Address ..... T 79013  
NP 8-16-35



Quality workmanship  
guarantees every Westinghouse product

**Westinghouse**



# For the want of a NAIL... *a battle was lost!*

A few leaky valves or fittings can bleed piping of steam equal in cost to the wages of a laborer. For want of materials many plants today are fighting a losing battle with rising production costs.

Yet replacement is not being made in scores of plants because the plant engineer hesitates to ask for an expenditure. Every economy during stringent years appeared to be money saved. Now, steam lines, power waste and increased production costs demand that the engineer be heard.

To locate losses a thorough and conscientious checkup is necessary. Crane Co. has prepared a Plant Checkup List which it will send to plant executives and engineers. Crane engineers will gladly cooperate in the actual plant survey.

A southern Illinois milk processing company spent \$300 for Crane piping and materials to direct engine exhaust steam into a milk evaporator. The company reports a \$1,500 annual saving as a result.

Crane quality valves and fittings not only answer today's urgent demand but the long-pull demands of tomorrow. Install Crane equipment now and maintenance cost will strike a low and stay there. Lose no time. Write for the Crane Plant Checkup List today.



# CRANE

CRANE CO., GENERAL OFFICES: 836 S. MICHIGAN AVE., CHICAGO, ILLINOIS • NEW YORK: 23 W. 44TH STREET

*Branches and Sales Offices in One Hundred and Sixty Cities*

VALVES, FITTINGS, FABRICATED PIPE, PUMPS, HEATING AND PLUMBING MATERIAL





**DOUBLE DUTY DEMANDED!**

*in the Lubrication of Coal Handling Equipment . . .*

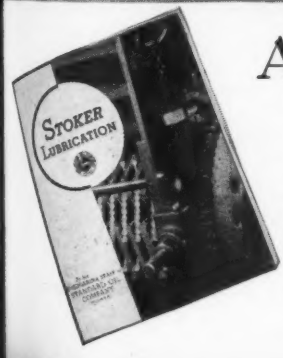
**W**HETHER it be for motive equipment, conveyors, crushers, pulverizers, mills or blowers—lubrication has to buckle down to double duty when it goes to work on coal handling. It has to do "guard duty" in addition to its inside (anti-friction) job.

The dust and grit in which coal handling equipment has to operate forces the selection and application of lubricants for *dirt exclusion* as well as for adequate lubricating film. Every lubrication problem here is multiplied by two. And the wide variety of equipment employed through-

out the many phases of coal handling, from cars to boilers, adds further to the number of problems which must be met.

Engineers of the Standard Oil Company (Indiana) have compiled many helpful suggestions in a practical "monograph" on this subject. Use the coupon below to obtain your copy. Remember, too, that these men are always ready with personal, on-the-ground, assistance. Call your local Standard Oil (Indiana) office.

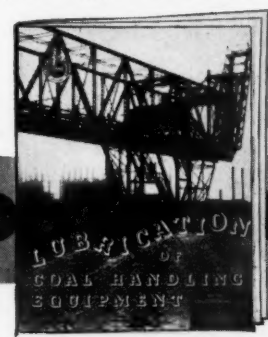
**STANDARD OIL COMPANY (INDIANA)**



*Also . . .*

Check other "monographs" you would like to have. And remember that the personal services of local Standard Oil engineers are available without cost or obligation at your request. Call or write our nearest office.

Copr. 1935, Standard Oil Company



Standard Oil Company, 910 S. Michigan Ave., Chicago, Ill. (Indiana)

60

Gentlemen: Please send the papers checked:

- ☐ "Lubrication of Coal Handling Equipment."
- ☐ "Stoker Lubrication."
- ☐ "The Lubrication Engineer—His Value to You."

Name . . . . . Position . . . . .

Firm . . . . .

Address . . . . .

City . . . . . State . . . . .

# Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



## Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



## Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

# Circle E Provision Company

UNION STOCK YARDS - - CHICAGO, ILLINOIS

# THE NATIONAL Provisioner

Volume 92

THE MAGAZINE OF THE

Number 11

## Meat Packing and Allied Industries

MARCH 16, 1935

### Half Dollar More on Hog Cut-Out

Estimated Increase in Values Which May Be Gained  
by New Method of Cutting Hams

**A**N ADDITIONAL 50c on the cut-out value of every hog would look mighty good to the meat packer these days.

Based on 1934 inspected slaughters, this would mean a saving of nearly 23 million dollars to the industry.

This saving might be made by a new method of cutting hams which enables the retail dealer to increase his return on all cuts of the ham.

Such a method has been worked out by a smart Chicago retailer. He believes the packer not only could get more out of the hog if he cut hams in the plant by this method, but the packer would also help his retail customer to merchandise hams and loins to better advantage.

#### Not All Center Slices

When Nature drew up plans and specifications for the hog she overlooked an important detail—she neglected to provide only center cuts in hams and loins. This oversight has resulted in a troublesome merchandising problem for retailers. Under conditions like the present it is a most difficult one.

Packers have wondered why the consumer has backed away from hams recently, and why sales of these cuts have dropped

off faster than many others. An observing retailer, with 30 years' retail merchandising experience, should be qualified to speak on this subject.

"In retailing center cuts of ham (regular 15 lbs. average) there is 53 per cent of butts and shanks to be gambled with," says this dealer. This is particularly true in the summer, when few boiled dinners are prepared.

"There remains, therefore, 47 per cent of center cuts to pay for the ham. At present prices, and assuming shanks and butts will not sell, cost to the retailer for these center cuts is 43c lb.

#### Full Value for Pork Cuts

"If the retailer adds a fair profit to this cost price of these center cuts the public will not—or cannot afford—to pay the price. And if the retailer cannot get a fair profit he naturally will not push the sale of hams.

"In some localities the dealer can dispose of shanks and butts below cost. Where this is true, it usually is also the case that he cannot get profitable prices for center cuts. So, after all, it is a losing proposition either way.

"In 30 years behind the retail meat counter I have learned the consumer cannot be forced to accept

### How Packer Can Cut More Money Out of a Ham

#### Present Cutting Method

20-lb. regular smoked ham	@ 20c	\$4.00
16-lb. pork loin	@ 22c	3.52
—		—
36 lbs.		\$7.52

#### New Cutting Method

16-lb. smoked ham (without butt)	@ 20c	\$3.20
12-lb. pork loin	@ 22c	2.64
1/2-lb. pork tenderloin	@ 35c	.18
6 3/4 lbs. hamette roll	@ 26c	1.76
1/4-lb. bone waste	.....	....
—		—
36 lbs.		\$7.78

This test shows a gain in value of 26c per ham—or 52c per hog—for the packer.

But it does not tell the whole story. It may be assumed that a ham prepared this new way would be more valuable to the retailer, as there would be less chance for loss. He could, therefore, sell center slices at a lower price, and at the same time pay from 1c to 2c lb. more for the product to cover extra labor involved. (See illustrations on page 12.)

How are your hogs cutting out this week? See page 24.



cuts she does not want, or which are priced beyond her reach. Because of the difficulty of disposing of shanks and butts, center cuts are now priced beyond the reach of a large percentage of housewives. The result is they are buying other cuts or competing foods—and ham sales have slumped."

#### Better Retail Merchandising

"It would aid the retailer to merchandise hams more efficiently, and it would increase ham consumption, if

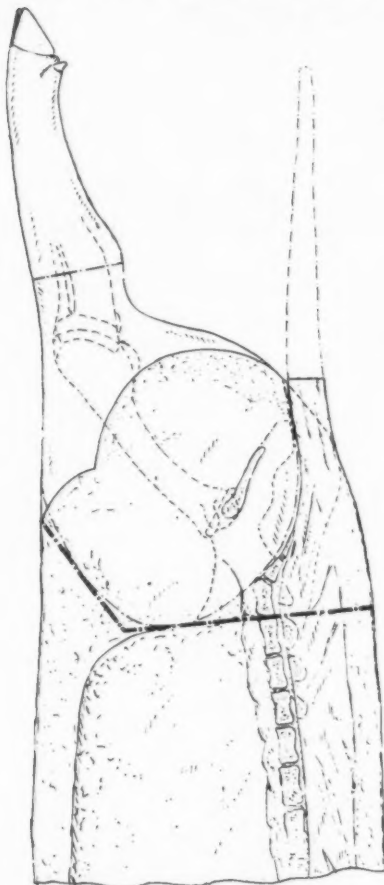


FIG. 1—CUTTING OFF THE HAM.

hams were cut in the meat plant in such a manner that a better disposition could be made of them. I don't know how this could be done, but the problem should not be particularly difficult."

Such a method has been devised by Carl Fredberg, a Chicago meat retailer, to overcome difficulties experienced by him in retailing hams.

In his stores records kept over a long period indicate that on regular smoked hams of 16 lbs. average 26 to 28 per cent is sold at cost, and about 28 per cent at a loss, leaving 44 to 48 per cent to cover cost and profit.

#### Description of New Method

The method of cutting hams in the packing plant proposed by Mr. Fredberg (and covered by U. S. patents) is as follows:

The side is cut straight across along the heavy line shown in Fig. 1, producing the cut shown in Fig. 2. The pork tenderloin is then removed. This is of the shape and size shown in Fig. 3.

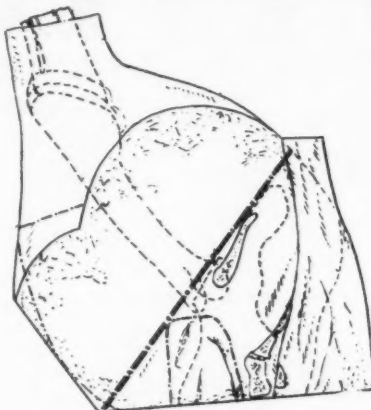


FIG. 2—THE NEW HAM CUT.



FIG. 3—PIECE OF PORK TENDERLOIN REMOVED.

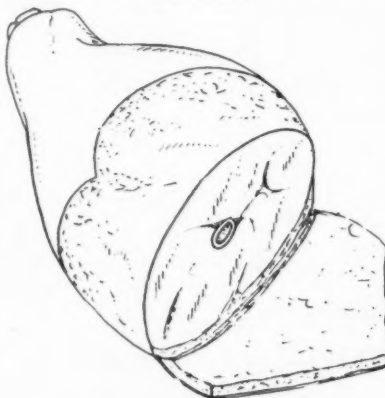


FIG. 4—HAM WITH BUTT REMOVED.

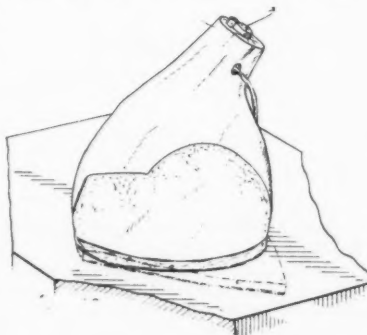


FIG. 5—SHAPING SKIN FLAP.

Aitch bone is then removed, and ham pumped and cured in the usual manner.

After curing the ham is cut along the heavy line (Fig. 2). The cut is made only to the skin, leaving a flap, as shown in Fig. 4.

This flap is grooved next to the ham, to permit folding the skin against cut surface of the meat. This is done by turning the ham onto the cut side, shank end up, and cutting the skin to the exact shape of the ham. The ham

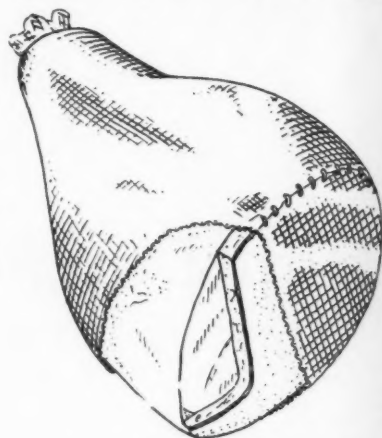


FIG. 6—HAM READY FOR SMOKING.



FIG. 7—BUTT PIECE REMOVED FROM HAM.



FIG. 8—TWO BUTT PIECES MADE INTO "HAMETTE."

is then placed in a stockinette bag for smoking.

Fig. 5 shows the manner of shaping the skin flap to the cut end of the ham.

Fig. 6 is the way in which the ham is prepared for smoking.

(Continued on page 17.)



# How One Packer Saves \$12,000 Per Year on His Power Bill

**A**N AVERAGE of 120,000 kilowatt hours of electrical energy per month for operating plant equipment is being skimmed from purchased steam in the plant of the Hygrade Food Products Corp., Chicago.

This production of power is practically a clear gain. It represents energy in the steam that would be lost were the common practice followed of reducing the steam to the required pressure in reducing valves.

The plan by which this power is secured at practically no cost is simple. It can be adopted—in principle, at least—by many meat packers with a comparable reduction in power costs.

In addition, it is interesting as illustrating another adaptation of the turbo-generator to solution of meat plant power problems, whether the steam is produced in the plant or—as in the case of Hygrade—is purchased.

## Unit of Future Power Plant

Installation of this General Electric turbo-generator set was the first step in what at one time was thought might be a long-range power plant rehabilitation program. Eventually it would become the unit on which the plant would depend for power for night, Sunday and holiday operation.

Until larger power generating units capable of supplying the plant's total power needs were installed, this small

*Thirteenth of a series of reports by THE NATIONAL PROVIDER STEAM AND POWER SAVING SERVICE based on data submitted by cooperating packers.*

unit was to supply only a portion of the electrical requirement. It has done this since it was placed in operation, and at the present time is the only electrical generating unit in use in the plant.

No steam is made at this packing-house, all requirements at 185 lbs. pressure being purchased from the Union Stock Yards & Transit Co. The steam is delivered to the plant through an 8-in. steam line. It contains about 150 degs. superheat.

The turbine is connected to this main steam supply line in the manner shown in the accompanying sketch, and to an electrical generator through a speed reduction gear. Steam enters the turbine at approximately 185 lbs. pressure, and is exhausted at a back pressure of 75 lbs., producing 200 k.w.h.

## Exhaust Steam Used for Power

Exhaust steam from turbine at 75 lbs. pressure drives ice machine engines, pumps, air compressor, etc. Exhaust from these latter machines at 10 lbs. pressure is delivered to the low-pressure process steam line, and distributed

throughout the plant for building, water and smokehouse heating, cooking, etc.

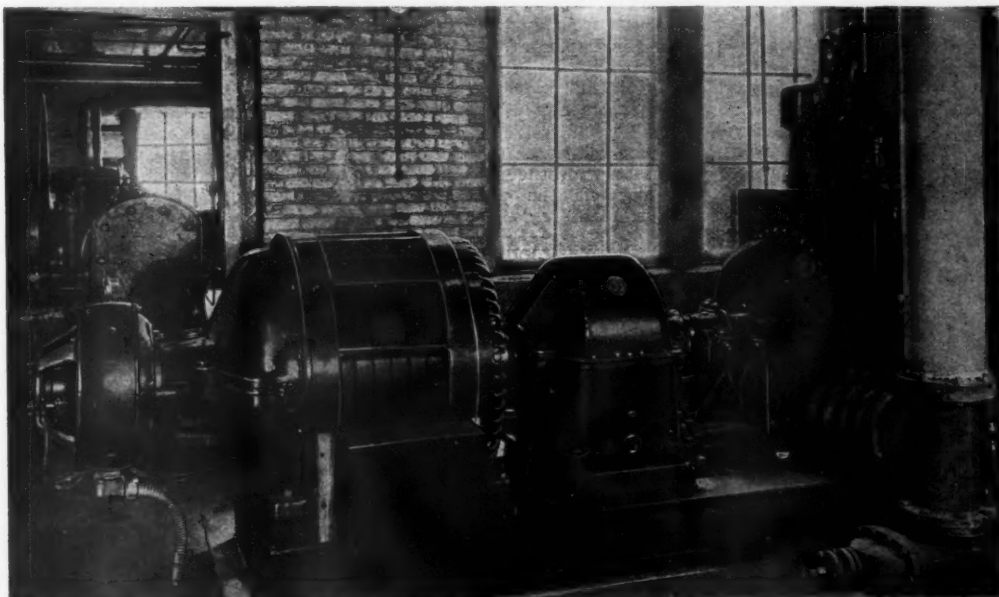
Hooked up in this manner the turbine acts as a reducing valve, cutting down the steam pressure from 185 to 75 lbs. Were the pressure not reduced by being expanded in a turbine or engine, the reduction would have to be made in a reducing valve, in which case the energy represented by the difference in pressures would be wasted.

A reducing valve does no useful work. The turbine, on the other hand, utilizes to produce electricity, the energy represented in the 110 lbs. pressure drop. In other words it produces by-product power at an expense represented by the fixed charges on the machine, reduces the plant's monthly expense for purchased power by a corresponding amount and delivers to other steam using equipment steam at the particular pressure required.

## Winter and Summer Demands

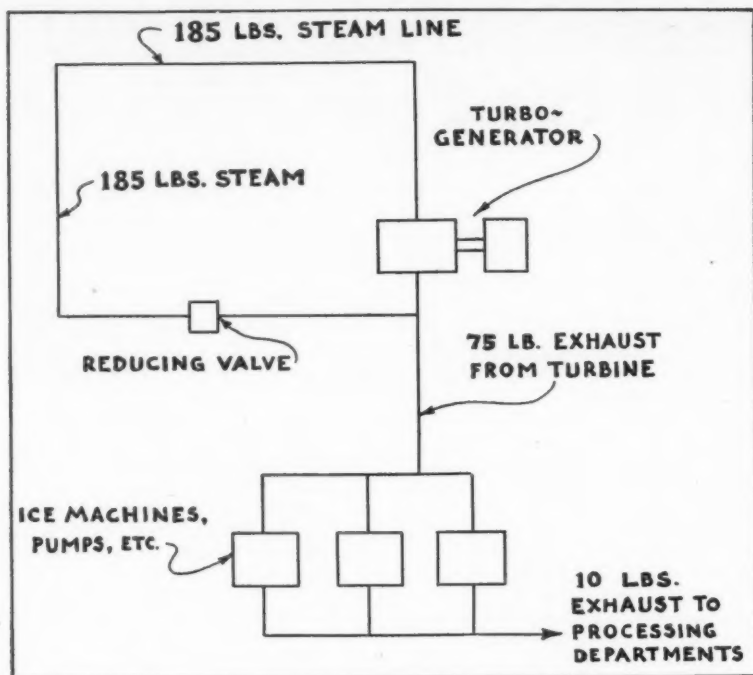
In a hook-up of this kind the amount of power that can be generated is governed entirely by the plant's demand for low pressure process steam. Due to building heating requirements in winter, demand for low pressure steam is greater during the cold months, and, therefore the amount of electricity that can be generated is also greater.

To make up any deficiency in steam demand in excess of that supplied by



**GENERATES 200 K.W. OF BY-PRODUCT POWER FROM PURCHASED STEAM.**

By installing a turbo-generator and using exhaust steam for processing, Hygrade Food Products Co. at its Chicago plant generates from 25 to 75 per cent of its power needs at practically no cost. (Photo General Electric Co.)



**TURBINE HOOK-UP IN THE HYGRADE PLANT.**

During winter months about 75 per cent of all steam used in the Hygrade plant at Chicago passes through the turbine, generating about 75 per cent of the plant's electrical power requirements. During the warm months the machine makes about 25 per cent of all the power used. Average amount of power generated monthly is about 120,000 k.w.h., making a net saving in power costs of somewhere in the neighborhood of \$12,000 yearly.

the turbine exhaust steam at boiler pressure is by-passed around the turbine in the manner shown. A steam pressure reducing valve is placed in this by-pass steam line. This automatically supplies at 75 lbs. pressure all demands for exhaust steam not furnished by the turbine exhaust. Electric power in excess of that generated by the turbo-generator is purchased.

During the winter it is estimated about 75 per cent of all steam used in the plant passes through the turbine, generating an average of approximately 75 per cent of the power used to operate equipment. During the warmer months approximately 25 per cent of the steam used passes through the turbine, generating about 25 per cent of the plant's electrical requirements. Monthly production of power throughout the year averages somewhere in the neighborhood of 120,000 k.w.h.

#### **Thousand Dollars Saved Monthly**

Saving in dollars and cents made by the installation of this turbine is difficult to estimate accurately, as price paid for purchased power is based on factors other than power actually consumed—peak loads, for example.

This company's average cost for power it purchases is close to \$.009 per k.w.h. On this basis, assuming power produced in the plant averages 120,000 k.w.h. monthly, and not taking fixed charges into account, this turbo-genera-

tor installation has cut somewhat more than \$1,000 per month from the bill for purchased power.

In planning the installation of this turbo-generator set no attempt was made to secure a balance between the plant's steam and power loads. Such a balance probably will be attempted, however, if plans for a complete power department are carried out. Meanwhile the unit is making a direct saving to the company of somewhere in the neighborhood of 120,000 k.w.h. monthly, and an additional economy under the contract with the power company by leveling off the peak demands for power.

#### **Big Investment Unnecessary**

Some packers have the mistaken opinion that turbo-generators must be associated with high pressure boilers, elaborate boiler and engine room auxiliaries and a large investment to function economically in the production of by-product power.

This is not necessarily true. Turbine installations have been made under such conditions—as in the Wilson and Decker plants—to produce power at the lowest possible cost. But the field of usefulness for turbines in the meat packing industry is by no means confined to a complete powerhouse plan. As at the plant of Hygrade, there are many opportunities to adapt turbines (and also engines) to particular conditions, and to make substantial savings with small

units and with a comparatively small investment.

Such opportunities seldom are apparent to the packer, and therefore in many plants the annual cost for power greatly exceeds what it should.

Every packer, even if he has no intention of immediately taking advantage of opportunities to reduce steam and power costs, should be familiar with the possibilities in his plant. Until he has facts developed by a trained and unbiased engineer, he is in no position to judge whether or not his power department is performing to his satisfaction, and is delivering steam and power with an efficiency and at a cost in line with other departments of the business.

#### **FISH AS MEAT COMPETITOR**

Competition of other food products with meat has been accentuated recently by the shortage of livestock and consequent higher price levels. Fish is one of the products aggressively merchandised in recent months. General wholesaling and retailing of fish in the past has been in thin volume over most of the country. Costs have been high and merchandising efforts have been limited.

Distribution of fish is now undergoing changes. Fishing interests and the government are starting to reach the consumer with publicity. Retail distributors are asking for—and getting—fresh fish six days a week to fill the demands which are made by their customers.

Cold storage holdings of fishery products in the United States on February 15, 1935, were 59 per cent more than a year ago, and 15 per cent over the five-year average, according to the Commerce Department's Bureau of Fisheries. Holdings on February 15 amounted to 51,574,000 lbs. compared with 32,523,000 lbs. on February 15, 1934, and the five-year average of 44,828,000 lbs. During the thirty days ended February 15, 3,959,000 lbs. of fishery products were frozen, compared with 2,740,000 lbs. frozen in the corresponding period of 1934, a difference of 1,219,000 lbs.

Landings of fishery products at Boston and Gloucester, Mass., and Portland, Me., during January, 1935, amounted to 21,623,000 lbs., valued at \$728,000, compared with 16,433,000 lbs., valued at \$644,000, during the same month of 1934. This is an increase of 32 per cent in quantity and 13 per cent in value compared with the same month in 1934. The important species to show increases were cod, haddock, pollock, halibut, flounders, wolffish and rosefish.

#### **DO YOU WASTE POWER?**

How much power or light is being wasted in your pork departments? Have you read "PORK PACKING," The National Provisioner's latest book?

## Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

### AAA Amendments

**D**IVISION of the country into exclusive operating regions for various food processors and distributors would be possible under proposed AAA amendments, George E. Putnam, Institute of American Meat Packers representative, told members of the senate committee on agriculture, at the hearings on the bill now in progress.

Detailing his criticism of dictatorial powers asked for the Secretary of Agriculture, Putnam stated that regulation might be extended to halt all price competition between meat packing companies. Advertising might also be eliminated by ruling it a waste, and therefore useless. Profit of meat packers might be fixed, even though profits are so low that they have no appreciable effect on meat or livestock prices.

Putnam told the committee that the corn-hog adjustment program had increased the cost of pork and its products to consumers, and at the same time was causing farmers to receive less, because the processing tax must necessarily be computed as part of the cost of the animal. He characterized the purposes of the AAA program as "scarcity economics."

#### Dark Outlook for Exports

"Instead of proposing legislation of this kind," said Putnam, "we should be trying to recover the foreign market for agricultural products that we have lost. . . . We must have foreign outlets for our surplus agricultural products, . . . therein lies the solution of the agricultural problem."

Secretary of Agriculture Wallace, in his plea for the amendments before the senate committee, stated that he did not believe the nation's foreign commerce would be restored to any marked degree within the next three years through reciprocal trade agreements. He warned that upward trends in prices were vulnerable and would succumb to abandonment of control over production. Wallace favored a proposal, not included in the pending amendments, but being prepared for introduction, to regulate farm animal population by controlling feed for pigs, cows and chickens.

Referring to processing taxes, Senator Murphy of Iowa remarked that the AAA reduction program, if continued indefinitely, would constitute a "direct threat to the American standard of living . . . we'll all be living in tents."

Indicative of AAA determination to control handling of agricultural products in intrastate as well as interstate commerce, in the face of recent adverse decisions by federal courts, is the introduction of a bill in the New York legislature proposing coordination of the state's agricultural and marketing commission with the AAA.

#### Going After State Control

Under the proposed law the provisions of marketing agreements issued by the Secretary of Agriculture would constitute standards of fair competition and fair trade practices for intrastate industries involved. The governor is given the right to enter into marketing agreements with intrastate producers. Such agreements, however, might be superseded by marketing agreements made by the Secretary of Agriculture.

The proposed law is in effect a junior model AAA act with all AAA present powers and hoped-for powers. It will probably be introduced into other state legislatures. The Department of Agriculture's need for such state cooperation was emphasized recently by the decision of federal judge Letts at Providence, R. I., declaring the AAA invalid in intrastate business, and enjoining Wallace from enforcing the act against three Rhode Island retail milk dealers.

#### 200,000 Retailers Object

The National Retailers' council, representing 1,500,000 employees in 200,000 stores and doing a 10 billion dollar annual business in almost every form of retail activity, added its protests against the proposed amendments. H. C. Petersen, secretary-manager National Association of Retail Grocers, and represen-

tative of the retailers council, told the senate agricultural committee that the proposed AAA amendments were "so autocratic in nature that it is inconceivable to believe they will be enacted into law."

"This bill," said Petersen, "would give a political appointee power, under certain conditions, to take control of our stores out of our hands. There are certain limitations, but within these limitations he could go to such lengths in an ironclad control of business handling agricultural products that individuals selling foods, clothing, and other necessities of life would be compelled to do virtually as he saw fit."

"The power to license which this bill seeks to give the secretary can give him the power to destroy any business, because it can establish a quota for any

(Continued on page 38.)

### Direct Marketing

**R**EGULATION of direct-marketing packers' operations and facilities is proposed in an amendment to the packers and stockyards act introduced in congress by Senator Capper and Representative Hope of Kansas. While the proposed amendment does not prohibit direct marketing of livestock, it gives the Secretary of Agriculture additional power as follows:

Authority to establish uniform grading, weighing, shipping and dockage regulations for livestock bought by packers in interstate commerce.

Authority to establish uniform charges and practices in all stockyards now posted and others handling more than 35,000 head of livestock sold annually to packers.

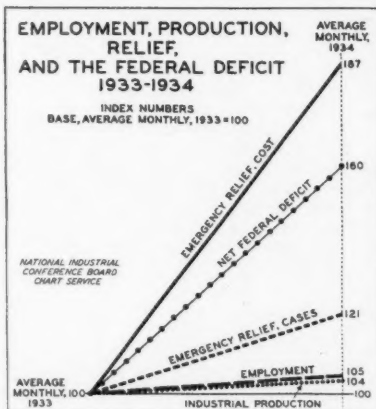
The right to examine the books and records of packers and impose penalties for violations of the act.

The amendment proposes to prohibit operation by packers of unsupervised stockyards.

Registration of packing plants doing business in interstate commerce would be required, and such registration might be revoked by the secretary for violation of the act.

Suspension of stockyards might be ordered by the secretary for violation of the act.

State legislation with a similar purpose will be proposed soon in a bill in the Iowa legislative. The state secretary of agriculture, according to the bill, would be given power to set standards of livestock on the points of type, quality, condition and grade. Packers would be required to post daily the range of prices paid on all grades and give the vendor of livestock a duplicate ticket of his sale. Bonds of \$5,000 would be required of packers for compliance with the proposed act and the regulations of the department. The bill would apply to all packer purchasers who handle 30,000 or more head of livestock per year.





# Practical Points for the Trade



## Effect on Grease Yields of Lungs in Cooker

THE old question of whether lungs should be sent to the cooker or to the blood dryer is apparently by no means settled.

On a recent trip a member of THE NATIONAL PROVISIONER staff found several packers who prefer to keep lungs out of the cooker because, as they explained, "lungs contain no grease, but they do absorb grease during cooking which cannot be recovered by pressing."

These packers, therefore, are putting lungs into the blood dryer.

Recently a Mid-west packer sent to THE NATIONAL PROVISIONER a test on lungs. This shows that grease yields are better when lungs are left out of the cooker. But this packer is skeptical. He is inclined to think that perhaps figures do lie, and he asks for comment.

He uses an expeller and reports approximately 8 per cent grease in the tankage. Following is the test result:

EFFECT ON GREASE YIELD.	
	Lungs No lungs in in cooker. cooker.
Tankage yield, per cent of green weight.....	24.5 21.3
Grease yield, per cent of green weight.....	15.1 22.6

This would seem to indicate that keeping lungs out of the cooker increases grease yield 7.5 per cent and decreases tankage yield 3.2 per cent.

Using the above figures this packer has estimated that excluding lungs from the cooker and sending them to the blood dryer instead would affect his operation for the year as follows:

SAVINGS IN A YEAR.	
Value of increased grease yield.....	\$400.00
Saving in power to operate cooker.....	15.00
Saving in power to operate expeller.....	50.00
Saving in expeller time and labor.....	80.00
Total saving .....	\$545.00

These estimates were arrived at some time ago, when grease prices were considerably lower than the present market. The total savings today, this packer points out, would, therefore, be much greater than is shown.

### Ten Per Cent Grease in Dry Lungs

The theory that lungs should go into the blood dryer instead of the cooker is based on the assumption that lungs contain no grease.

Investigations made at the University of Missouri disprove this. There it was found that in 100 lbs. of lungs there are 76.5 lbs. of moisture and 2.7 per cent grease, or a total of 79.2 lbs. of these two ingredients. The remainder, 20.8 lbs., was made up mainly of fiber. When the moisture is evaporated from

lungs, therefore, there remains 23.5 lbs. of fat and fiber, of which 2.7 lbs., or roughly 10 per cent, is fat.

This packer states that the grease content of his tankage is approximately 8 per cent. In other words, lungs on a dry basis contain a greater percentage of grease than the tankage after pressing. While it is admitted that lungs are difficult to handle in an expeller because of their spongy nature, there is no data to support the contention that lungs will not give up their grease content in a curb press. If in this case the grease content of the tankage is 8 per cent, 2 per cent less than the percentage of grease in dry lungs, it does not appear that the lungs would be able to absorb much grease.

### Savings Offset Elsewhere

This packer's estimates of savings would also seem to be open to some criticism. He indicates a saving of \$400 due to increased grease yield. But if lungs contain 2.7 per cent of grease which he is not recovering, then this indicated saving is too large.

Saving in power to drive cooker is

## Cleaning Hog Casings

New methods for cleaning casings have been devised whereby the casings are cleaned and ready for salting a short time after they leave the killing floor.

This is a far cry from the old method of soaking casings 24 or 48 hours at high temperatures, when oversoaked casings resulted in heavy losses and undersoaked product was difficult to slime, and when the odors attendant on this soaking and sliming process were very objectionable.

While increase in yield and the saving in labor are important in this new process, perhaps the most important features of mechanical cleaning are the speedy handling of the product and the elimination of all offensive odors.

A description of this method has been printed by THE NATIONAL PROVISIONER. Copy can be secured by sending a 10c stamp with request, as follows:

The National Provisioner,  
407 South Dearborn St., Chicago, Ill.

Please send me copy of article describing modern method of cleaning hog casings.

Name .....

Street .....

City .....

Inclosed find 10c stamp.

placed at \$15 yearly, assumedly because of the smaller volume of material cooked. But the lungs have to be disintegrated somewhere, if they are not sold fresh or frozen for dog food, and if not in the cooker then in the blood dryer. It would seem fair to assume that if less power is required to drive the cooker more will be required to operate the blood dryer. The saving in one instance, therefore, would be offset by increased cost in another direction.

Undoubtedly if less material is sent to the cooker, less time, labor and power will be required to operate the expeller. But if the lungs are sent to the blood dryer more steam will be required at that point to dry the lungs. Again a lower cost at one point is at least partially offset by an increased cost at another.

Inasmuch as both tankage and blood are sold on a per unit ammonia basis, it would seem that it would make little difference whether lungs are sold with the blood or as tankage.

Further investigation is necessary to determine whether or not it is an advantage to handle lungs in the blood drier rather than in the cooker. In the meanwhile, the packer who is worrying about any losses he may be sustaining by putting lungs in the cooker might settle the question by finding a market with a dog food manufacturer for his plant output of lungs.

## Improving Tallow

A packer has some tallow which apparently was improperly processed. He wants to know how he can improve its condition. He says:

Editor THE NATIONAL PROVISIONER:

We have some inedible tallow which was either improperly cooked or drawn and which has soured in the barrel. We also have tallow which has stood in wooden barrels too long and no doubt is high in acid content. This material was cooked in old-style pressure tanks with live steam. Would it be better to re-run this material through the tanks and heat it with live steam, or would it be better to heat it in an open vat with steam coils and re-barrel it? Is there any way to reduce the acid content and improve the quality?

This packer should put his tallow in the pressure tank and bring it up to 10 lbs. pressure. Product should then be allowed to cool down without releasing pressure. If pressure is released, product will foam out. A good clean separation is possible if the heat is reduced gradually.

It is not possible to reduce acidity of the tallow, but this method of handling will wash out the dirt. Some water should be added when product is brought up to temperature. Resulting product should be well settled and dried in an open tank.



## Nitrite in Sausage

One packer who has heard about the use of nitrite of soda in sausage manufacture would like to know something about processes and method. He says:

Editor THE NATIONAL PROVISIONER:

I should like to have some information about the use of nitrite of soda in sausage manufacture. When is nitrite of soda added to the meat? Is it necessary to use sodium nitrate when nitrite of soda is used?

When nitrite of soda is used in sausage making it is customary to cure the meat after it is ground, rather than curing the trimmings before they are ground. For this purpose  $\frac{1}{4}$  oz. of nitrite of soda is used to each 100 lbs. of meat. The nitrite of soda is dissolved in cold water and added to meat in mixer. Sausage is then stuffed and hung over night in the cooler to give meat a chance to cure before it is smoked or cooked. This is being done in some plants with bologna, franks, wieners and other kinds of sausage. No sodium nitrate is used when this quantity of nitrite of soda is employed.

Where sausage is cured over night in the cooler it should be hung in natural temperature the following morning long enough to warm up before smoking.

## DISPOSAL OF MANURE

One packer finds that handling paunch manure costs him money. Is it worth saving? He writes:

Editor THE NATIONAL PROVISIONER:

How is paunch manure handled in most packing plants? We do not believe it is worth saving, but we do not wish to go to great expense in handling it.

Paunch manure contains only  $\frac{1}{2}$  to 2 per cent nitrogen and has little or no value. In most plants it is disposed of in the least expensive and most convenient manner. Where the sewer system is capable of carrying it away, this method of disposal is used. In other plants the manure is run into a pit, which when full is drained, the manure removed, pressed and sold or dumped.

## NEW WAY TO CUT HAMS

(Continued from page 12.)

Size and shape of the piece of ham removed is shown in Fig. 7.

This may be disposed of in several ways. One is to roll and tie two such pieces together, in the manner shown in Fig. 8, and smoke. This might be known as a "hamette," and could be sold in pieces to suit housewives.

The small piece of pork loin removed could be readily sold as tenderloin. By removing this piece of the loin in the manner shown, the retailer would be relieved of the problem of disposing of the butt end of the loin.

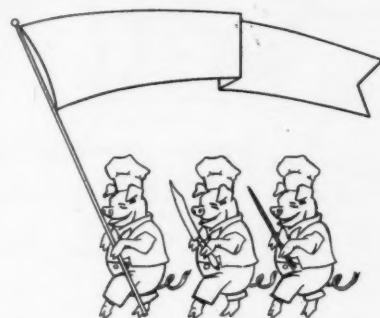
Gain by this method of preparing hams is shown in the test (see page 11) on two 20-lb. regular smoked hams, one cut in the regular manner and the other

## Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

**The Carey Salt Co., Hutchinson, Kans.** For preparation for curing meats composed of salt and other ingredients. Trade mark: Three pigs dressed as butchers and carrying flag. Claims use since August 8, 1934. Application serial No. 355,423.



**John Morrell & Co., Ottumwa, Ia.** For food for dogs, cats, foxes and other carnivorous animals. Trade mark: RED HEART. Claims use since January 2, 1934. Application serial No. 350,905.



**Sinai Kosher Sausage Factory, Chicago, Ill.** For sausage and prepared meats. Trade mark: Design in form of round shipping tag. Claims use since April 26, 1934. Application serial No. 358,078.



**Kosher Star Sausage Mfg. Co., Chicago, Ill.** For sausage and prepared meats. Trade mark: Design in form of shipping tag. Claims use since Apr. 26, 1934. Application No. 358,077.



**Geo. A. Hormel & Co., Austin, Minn.** For fresh meats: Beef, veal, pork, mutton and lamb. Trade mark: HORMEL'S with squares, also triangles and circles. Claims use since January, 1932. Application serial Nos. 357,098-099-100.

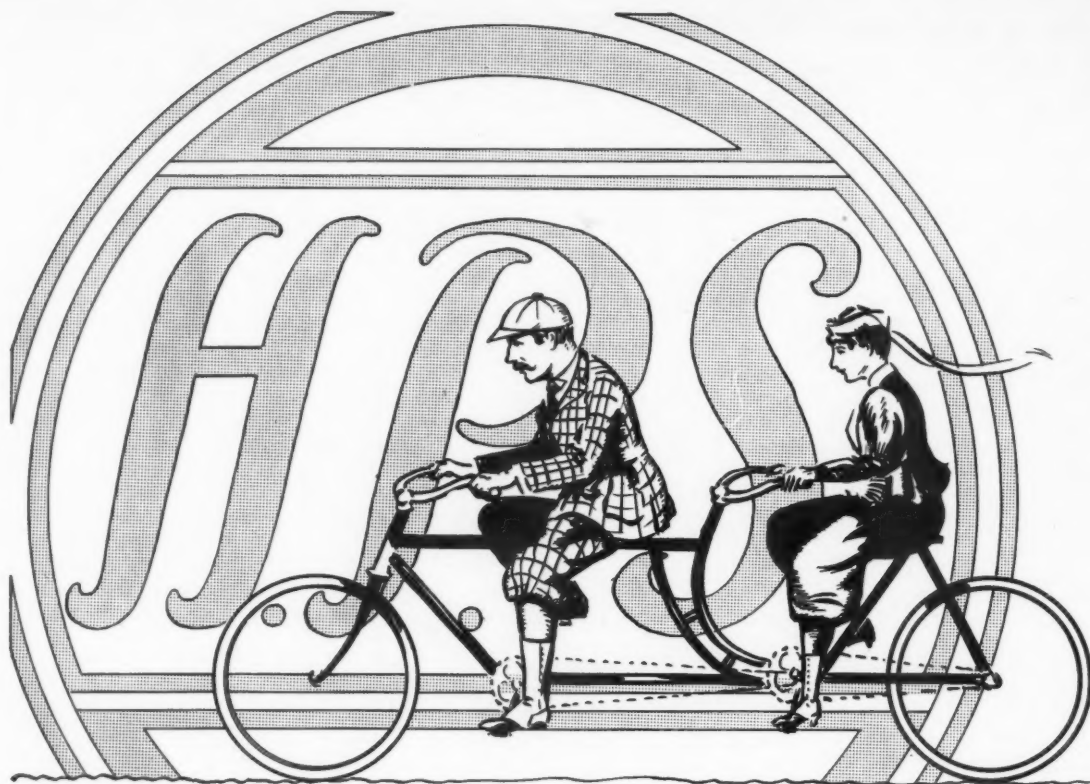


**John Morrell & Co., Ottumwa, Ia.** For hams, bacon, shoulders, picnics and lard. Trade mark: Outline drawing of three pigs. Claims use since January, 1877. Application No. 358,106.



**Rex Dog Food Products Co., Brooklyn, N. Y.** For canned foods for dogs, cats and carnivorous animals. Trade mark: REX. Claims use since Dec. 22, 1933. Application No. 351,871.





Since the days of the bicycle  
built for two . . .



WAXED AND OILED  
PACKERS PAPERS

**H. P. SMITH PAPER CO.**  
1130 WEST 37th STREET + + CHICAGO



PACKER'S "DINNER CHEST" SHOWN AT PACKAGING EXHIBIT.

## Packers' Packages Feature Exposition and Conference

**I**MPORTANCE of modern packaging and of continuous advertising of attractive products as needed factors in the national efforts toward business recovery were among points stressed at the Fifth Packaging Exposition and Conference of the American Management Association, held in Chicago during the week of March 3. Concurrent with the exposition was a four-day program of conferences and clinics on packaging technique, methods and recent advances in packaging knowledge.

Exhibits represented machines, materials, supplies and services involved in the chief phases of packaging, packing and shipping. Among the exhibitors were a number of firms which service the meat packing industry, including Aluminum Co. of America, American Can Co., Armstrong Cork & Insulation Co., Continental Can Co., Dexter Folder Co., Du Pont Cellophane Co., Kalamazoo Vegetable Parchment Paper Co., National Metal Edge Box Co., Owens-Illinois Glass Co., Package Machinery Co., Peters Machinery Co., Reynolds Metals Co., Sylvania Industrial Corp., and Wilson & Bennett.

### Packers in the Picture

Many packers' wrappers and containers, illustrating use of tin and glass containers, transparent and parchment wrappers, consumer cartons, metal foils, counter display cartons, etc., in the meat industry were shown in the displays.

On the programs at the various sessions or presiding at them were Leo Nejedlski, advertising manager, Swift &

Company; Don G. Mitchell, sales promotion manager, American Can Co.; Dr. G. F. Des Autels, Kalamazoo Vegetable Parchment Co.; Oliver F. Benz, director of sales, Du Pont Cellophane Co.; E. E. Ames, vice president and director of sales, General Box Co.; J. D. Malcolmson, Robert Gair Co.; Carl Hall, superintendent, soap department, Swift & Company.

A special feature of the exposition was a special showing of nearly 500 entries received in the competition for distinctive merit in packaging design and in technical packaging development.

### Packers' Packages Displayed

In the package award competition last year Kingan & Co., Indianapolis, Ind., won the award for distinctive merit in the "family of packages" class. The company competed this year with two packages—the Kingan pantry chest, a lithographed tin container in which is packed an assortment of tin and glass-packed meats, and the Kingan dinner chest, a lithographed tin container in which is packed a Kingan ham in a red transparent cellophane wrapper.

Other packers' packages and containers entered in the packaging award competition included the following:

**Folding Cartons.**—One-pound lard carton of Hatley Bros. Co., Chicago; Christmas gift box for Swift & Company Premium ham; one-pound lard carton, one-pound pork sausage carton and six-pound sliced beef counter display carton, Cudahy Packing Co.

**Metal Containers.**—Gold Coin spiced meat can and Puritan Spiced beef can, Cudahy Packing Co.

**Display Containers.**—Foremost pork sausage display container, Jacob Forst Packing Co.

**Foil Wrapper.**—Wrapped shoulder, Chamberlain & Co., Inc.

The Irwin D. Wolf trophy, awarded each year for the most outstanding packaging development, was won by a glass container—a club soda bottle made by the Owens-Illinois Glass Co.

Subjects of more than passing interest to meat plant advertising and merchandising men discussed at the various sessions included: "The Consumer as a Package Designer," by Leo Nejedlski; "The Second Sale," by Dr. G. F. Des Autels; "Developments in Foil Wrapping," by A. B. Schell, The Hill Bros. Co., New York; "Glass Containers and Closures," by John T. Ogden; "Before Designing the New Package," by C. B. Larrabee; "The Modern Package as a Food Sales Factor," by Paul S. Willis, president, Associated Grocery Manufacturers of America.

## WHERE PACKER'S DOLLAR GOES

That three dollars out of every four received by the packing industry for meat and by-products goes to the farmer who grew the meat was the information given the recent 22nd annual convention of the Kansas Live Stock Association by Howard C. Greer, director of the department of marketing, Institute of American Meat Packers.

Cash payments for livestock, including processing taxes, the speaker explained, comprise between 70 and 80 per cent of the packer's income from all live stock products. Nearly half of the remainder goes into payrolls; another fourth, for supplies, power, fuel, etc.; and another fifth, for repairs, insurance, depreciation, taxes, interest, and other operating expenses. This leaves available as profits only about one-sixth of one cent per pound of live stock handled.

## REGULATE LIVESTOCK BUYING

Packers or their buyers, operating in Kansas, would be required to weigh all animals bought and grade them into classifications established by the state, under provisions of a bill introduced in the Kansas legislature. An account, giving name of seller, details of purchase and amount remitted the seller, would be filed with the secretary of state. Another copy would be kept for five years in the packinghouse where animals were slaughtered. To provide funds for enforcement of the act, packers would be required to pay an assessment of 10c a head on cattle, 5c for each hog and 3c on sheep. Apportionment of buying territory within the state is also forbidden.



# You'd expect it to be **SAFER**



## ... **IT IS!** ... **LOCKHEED HYDRAULIC BRAKES**

*plus centrifuse brake drums and exceptionally large lining area assure full protection*

**I**N JUDGING the value of 1 1/2-ton trucks, seasoned operators are giving particular heed to safety factors. That's why so many of them are swinging to the quality GMC, the many-feature truck that returns to owners far more in work done and profits earned.

In addition to more than two score of other important dollar-saving quality features, the 1 1/2-ton GMC has a brake factor combination unmatched by any competitive truck. Its self-equalized Lockheed hydraulic brakes are of the latest type—extremely powerful, positive and rugged. Brake drums are of the economical centrifuse type—non-scoring, non-warping. Brake linings are of exceptionally high quality and unusually large area—long-lived and economical.

Comparison—part by part—will quickly prove to any truck buyer why the many-

feature GMC is worth every penny of its price... will prove that this truck excels each of its chief competitors on many counts, that it has, in fact, a combination of 47 important money-saving features that you will find in no other truck of like capacity.

See, test and compare for yourself this quality GMC that out-performs and out-earns. Or if your needs call for trucks or trailers of greater capacity, see the balance of the GMC truck and trailer line. Capacities range from 1 1/2 to 22 tons.

### **Revolutionary Dual-Performance Axle in 2-3 ton GMC**

This new advanced truck feature provides a high-high gear (5.14 to 1) for fast movement on the level at economical engine speed and a low-high gear (7.15 to 1) which assures improved performance with heavy loads on hills or where the going is hard.

### **A TYPICAL VALUE FACT**

Included in the 47 important GMC quality features is full pressure lubrication. This means that oil is forced under pressure to all main, connecting rod and camshaft bearings, as well as to the piston pins through rifle-drilled connecting rods. Such a complete system of lubrication is naturally more costly to install but it is the truck owner's assurance of protection against premature wear and costly upkeep expense.

## **GENERAL MOTORS TRUCKS & TRAILERS 1 1/2 - 22 TONS**

GENERAL MOTORS TRUCK CO.

Time Payments Available Through Our Own Y.M.A.C.

PONTIAC, MICHIGAN



A Page  
for the

# Packer Salesman



## Increasing Meat Sales

**A More Optimistic Attitude by Salesmen and Retailers Would Be Helpful**

**M**EAT consumption is apt to fall off when prices increase.

This year, however, consumption seems to have declined faster than prices have gone up.

This situation, one packer salesman thinks, is temporary, and he suggests some ways by which a better relationship between consumption and prices can be brought about. He writes:

Editor THE NATIONAL PROVISIONER:

I have been much interested in recent discussions on "A Page for the Packer Salesman" in THE NATIONAL PROVISIONER of particular phases of the present economic situation and their possible effects on the meat packer, and particularly the packer salesman.

In one of these the thought was expressed that with less product available the packer should have more time for constructive selling and for improving conditions in his territory.

I am not well informed on the situation in other sections of the country, but in my territory I find that, instead of easing the work of selling, the livestock shortage has resulted directly in complicating the situation. Instead of product being more easy to dispose of, as might be expected when there is a shortage, it is more difficult to dispose of it.

### Consumers Not Adjusted to Prices

A number of factors have contributed to bringing about this situation. Among these are higher prices and an average consumer purchasing power that has not improved appreciably. As always happens when prices increase, meat consumption has dropped off. The unusual effect of higher meat prices this year has been to cause the consumption curve to dip more abruptly than it usually does under similar circumstances.

This situation is probably temporary. Both retailers and consumers had become used to very low meat prices, and it is difficult for them to adjust themselves to higher levels. The shock has been somewhat of the nature of a dash of cold water in the face. It has rather taken away their breaths.

Eventually, I feel sure, as retailers and consumers come to realize that all foods, in addition to meat, have increased in price, and as the price spread between meats and other foods narrows, which it seems logical to believe

it will do, everyone concerned will assume a more tolerant attitude and consumption will become better adjusted to the situation.

### How Salesmen Can Help

Retailers can do a great deal to cause consumers to assume a more reasonable attitude. Nothing can be gained by fanning any flame of resentment or emphasizing the situation by oft-repeated reference to it. In past periods of rising prices retailers hurt meat consumption and their own interests by assuming an outraged attitude when customers complained of high prices, or attempted to excuse their share in bringing them about by lambasting the packer. They are not doing that so much now, as they seem to realize the real situation.

And too often, also, probably from a fear of offending, the packer salesman unwittingly became a party to the dissemination of false and misleading information by his failure to state the packer's side of the case. The most valuable information the packer salesman can render to his firm, and to the meat industry as a whole, is to point out convincingly the situation as it exists, and the relationship of meat prices to other food prices.

He can also, if he will, convince the retailer that no good to anyone can result by emphasizing high meat prices to customers. It would be much more

diplomatic and profitable to minimize price increases as much as possible, to point out that the present situation is a temporary one, which will adjust itself sooner or later, and to encourage retailers to serve the housewife better by pointing out the cheaper cuts to her and teaching her how to prepare them.

Very truly yours,  
PACKER SALESMAN.

### EMPHASIZING PROFITS

There are different ways of saying the same thing. Take costs and profits, for example.

The packer salesman can say to his retailer customer: "This costs you 20c, and you can sell it for 30c and make 10c profit on every pound."

Or he can say: "You sell this for 30c and make a profit of 10c—50 per cent on your cost of 20c per pound."

The first method of explaining costs and profits emphasizes cost; the second plays up the large margin of profit. *And profit, not cost, is what the retailer is most interested in.* Talking about profits in terms the retail meat dealer can understand is an aid in making sales.

*Do your salesmen read this page, which is written for them?*



**"SPECIALS" NO PROBLEM WHEN AIRPLANE IS USED.**

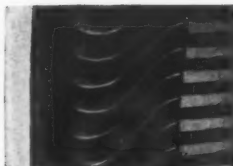
At least two firms in the meat packing industry have been using airplanes in regular service—John Morrell & Co., Ottumwa, Ia., and the Herziger Sausage Co., Sheboygan, Wis.

The Morrell plane has been used principally in passenger service, particularly for carrying retailer customers to one or another of the Morrell plants and home again, or executives of the company on business between the plants of the company.

In the case of Herziger, however, the ship is used for delivering specials and rush orders from the plant to trucks out on their routes, when these run short of product, and to the branch in Milwaukee.

The airplane now in use is the second to be owned by the Herziger company. It is powered with a 250 h.p. motor, and has a speed of 130 miles per hour and a cruising radius of 650 miles. It is piloted by Ray Herziger, vice president of the company. The plane is shown here unloading product at Milwaukee for the company's branch in that city.

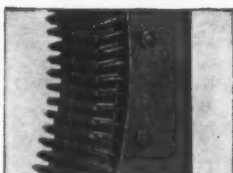
# Reasons Why It Will Pay You to Select G-E Synchronous Motors



1. A special, high-quality insulation, developed in the G-E Research Laboratory, protects the windings of every G-E synchronous motor against oil, mild chemicals, abrasive materials, etc.—your assurance of long motor life and low maintenance.



2. The bars of the starting windings are fitted into tapered holes in the end rings, and silver soldered at red heat, thereby making permanent alloy joints that are as strong as the parent metals themselves. Result: low-resistance joints that can't become loose.



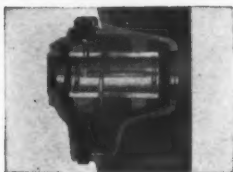
3. The stator cores of G-E synchronous motors are built up of thin sheets of high-grade silicon steel, each of which is separately annealed and enameled after punching. Result: low core losses and high efficiency.



4. The one-piece box-type brass brush holders used in G-E synchronous motors apply pressure at the center of the brush in a radial direction, thereby preventing chattering or binding. Result: long brush life.



5. Heavily insulated field leads can't become loose, because they're held securely in place by clamping blocks. Wide collector rings with staggered brushes wear longer and more evenly. Result: low maintenance costs.



6. Accurately bored sleeve bearings of hard tin babbitt, with long, dependable service. Long, close housing fits with grease-filled grooves, protecting the bearing against water, dust, grit. Result: long life for bearings.

GENERAL ELECTRIC, Schenectady, N. Y.

THE RIGHT SYNCHRONOUS MOTOR FOR EVERY JOB  
040-19

**GENERAL ELECTRIC**



## Measure the Mileage You Get From Bemis Truck Covers

**Mileage** is the test of truck cover quality just as it is the test of tires, batteries, oil and gas.

BEMIS truck covers are made better . . . that's why they withstand road punishment—that's why they last longer—that's why they're more economical in the long run.

Bemis duck is uniformly manufactured to strictest specifications. Bemis truck covers are strongly reinforced with overlapping seams. They're sturdily stitched.

A double thickness of duck where the metal grommets are inserted protects this point-of-strain against tearing.

Hundreds of packers prefer these stronger truck covers. Order them to your exact size, in any weight. Write today for a free sample of BEMIS duck.

**BEMIS BRO. BAG CO.**  
420 POPLAR ST. . . . . ST. LOUIS, MO.

Offices:  
New York  
Chicago  
Brooklyn  
Detroit  
Los Angeles

St. Louis  
Boston  
San Francisco  
Buffalo  
Minneapolis  
New Orleans  
Kansas City

Seattle  
Indianapolis  
Louisville  
Houston  
Denver  
Memphis  
Omaha

Winnipeg  
Oklahoma City  
Salt Lake City  
Norfolk  
Wichita  
Peoria  
Salina, Kans.



# REFRIGERATION

## and Frozen Foods



### HOLDING BLOOM ON BEEF

Beef carcasses shipped long distances in ordinary refrigerator cars arrive in better condition and command a better price, one packer finds, when ice in the car bunkers is supplemented with solid carbon dioxide in containers within the car.

In this packer's cars solid carbon dioxide is placed in two metal containers, one on each side of the door, on opposite sides of the car. These containers are 11 ft. long and about 1 ft. square, and have a capacity of 600 lbs. each of solid carbon dioxide.

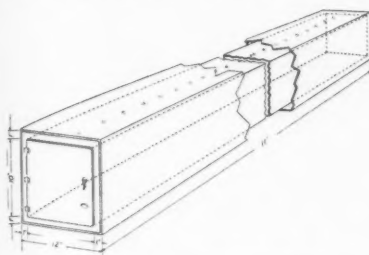


FIG. 1.—CONSTRUCTION OF CONTAINERS.

Construction of these containers is shown in Fig. 1. They are double walled, there being about 1 in. between inner container and shell. Along top of inner container is a row of holes through which the CO<sub>2</sub> gas escapes into space between the two. Escape of gas from this space into car is through a single hole near front end of outer shell. Fig. 2 shows how containers are installed in refrigerator car.

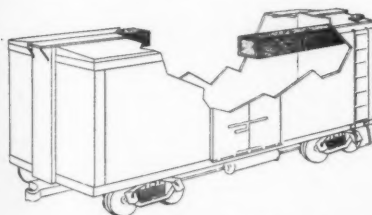


FIG. 2.—CONTAINERS INSTALLED IN CAR.

Two benefits, this packer claims, result from use of solid carbon dioxide in this manner—a lower temperature within the car, and less loss of bloom and better appearance of carcasses because of a rather high concentration of CO<sub>2</sub> gas in car.

Some loss of hanging space results from installation of these containers, but this disadvantage is offset many

times, it is thought, by better condition of meat on arrival.

### PERISHABLE FREIGHT HEARING

Subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, Room 308 Union Station building, 516 W. Jackson blvd., Chicago, Ill., on Wednesday, March 27, 1935, commencing at 10:00 A. M.

Refrigeration charges New Mexico to interstate points.

Reicing by shippers in transit and at destination.

Charges on shipments transported under Silica Gel refrigeration service.

Unloading and reloading at destination.

Change from ventilation to heater service.

Protective service against cold at hold points and destination on perishable freight.

Reicing at hold point and destination.

Maximum weight of shipments moving in individual cars.

Cost of ice at Concordia, Kansas.

Protective service against cold at hold points and destination on perishable freight.

Minimum weight on shipments moving in individual cars.

Application of rates at intermediate points.

Charges on mixed shipments of perishable and non-perishable commodities transported under carriers' protective service against cold.

Return transportation of messengers.

Priced car loaded with perishable freight cooled in car at point of origin or cooled in transit by shipper.

Refrigeration charges from Washington to interstate points.

Handling perishable traffic under shippers' protective service without attendant in charge.

Carriers' protective service in connection with Pennsylvania railroad.

Furnishing salt at icing stations.

Charges for refrigeration services on perishable freight from United States to Canada.

Delivery of cars on team tracks with bunkers three-fourths full moving under Standard Refrigeration Service.

Return of stoves, heaters, linings, etc., installed by shippers.

Handling shipments packed in straw under heater service.

Manipulating vents on shipments moving under Rule 240.

Inspection of perishable freight.

Lighting of heaters.

Defining protective service.

### REFRIGERATION NOTES

The California Consumers Co. is installing cold storage plant improvements at 716 E. 4th st., Los Angeles, Calif.

The Security Warehouse & Cold Storage Co., Santa Clara, Calif., plans erecting a one-story 70 x 210 ft. annex, with basement.

A community cold storage plant is to be started soon at Windsor, Colo. Jake Schmidt is to be in charge.

A large cold storage plant is planned by the State Conservation Commission at Tallahassee, Fla.

Bids are being received by the Bureau of Yards and Docks for a cold storage plant at Pearl Harbor, T. H. (Hawaii.)

F. C. Lenke plans to remodel his cold storage plant at the corner of Washington and Fourth sts., Moscow, Ida.

An up-to-date cold storage plant will be opened at Rexburg, Ida., by D. H. Manwaring.

Soloman & Marmis have let the contract for remodeling their storage building at Dubuque, Ia.

Texas Power & Light Co., San Marcos, Tex., plans erecting three additional cold storage rooms. The manager is Lee McWilliams.

The Fayette Electric, Ice & Coal Co., plans installing a cold storage locker system at Fayette, Mo.

### CANADIAN BRANDED BEEF

Sales of branded beef in Canada during January, 1935, totaled 4,230,821 lbs., those for the same month in 1934 being 2,609,341 lbs. Sales of the first or red brand in January, 1935, amounted to 1,211,167 lbs. and those of the blue or second brand, 3,019,654 lbs.

### HOG REFRIGERATION

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don'ts" in "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."



# Hog Cut-Out Values Improve With Prices and Quality

HOG cut-out losses for the first four days of the current week were materially reduced as compared with a similar period a week earlier. Improvement was due to a weaker hog market, prices Thursday being 50@60c under previous week's high time. Prices for some products were lower, but decline in meat prices was less than in hogs. Another helpful situation was receipt at Chicago of best quality of hogs to arrive this season. More medium and heavyweight butchers of good to choice

quality were offered, there being an actual scarcity of plain hogs early in the week.

While total receipts were comparatively moderate, being sharply below the same period a week earlier, they nevertheless were larger than the recent starvation runs, and heavy enough so that buyers were placed in a better position to secure their needs at prices more in line with product values.

Demand for fresh cuts showed considerable improvement early in the

week. Loins were wanted particularly, and prices rose to the highest point in several years. Demand was narrow at the advance, however, and prices sagged sharply. Demand for many other cuts continued slow, but offerings were not large enough to materially affect prices adversely.

The following test is worked out on the basis of live hog costs and green product prices during the first four days of the current week, average costs and credits being used:

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	17%	\$ 2.45	13.70	17%	\$ 2.45	13.30	18%	\$ 2.41
Picnics.....	5.50	13%	.74	5.30	13%	.71	5.00	13%	.67
Boston butts.....	4.00	21%	.85	4.00	21%	.85	4.00	21%	.85
Loins (blade in).....	9.70	22.0	2.13	9.30	21%	2.02	8.80	20%	1.78
Bellies, S. P.....	11.00	20%	2.23	8.70	19%	1.72	3.50	19%	.69
Bellies, D. S.....	.....	.....	.....	3.00	15%	.48	9.00	15%	1.44
Fat backs.....	1.00	11	.11	3.00	11%	.36	5.00	13%	.66
Plates and jowls.....	2.50	11%	.29	2.50	11%	.29	3.30	11%	.38
Raw leaf.....	2.00	13.07	.26	2.10	13.07	.27	2.20	13.07	.29
P. S. lard, rend, wt.....	12.90	13.41	1.73	12.60	13.41	1.69	11.20	13.41	1.50
Spareribs.....	1.50	15%	.23	1.50	15%	.23	1.50	15%	.23
Trimnings.....	3.00	15%	.46	2.80	15%	.43	2.70	15%	.41
Feet, tails, neckbones.....	2.00	.....	.13	2.00	.....	.13	2.00	.....	.13
Offal and misc.....	.....	.....	.38	.....	.....	.38	.....	.....	.38
<b>TOTAL YIELD AND VALUE.....</b>	<b>69.50%</b>		<b>\$11.99</b>	<b>70.50%</b>		<b>\$12.01</b>	<b>71.50%</b>		<b>\$11.82</b>
Cost of hogs per cwt.....			9.43			9.46			9.38
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.68			.61			.57
Processing tax.....			2.25			2.25			2.25
<b>TOTAL COST PER CWT. ALIVE.....</b>			<b>\$12.41</b>			<b>\$12.37</b>			<b>\$12.25</b>
<b>TOTAL YIELD AND VALUE.....</b>			<b>11.99</b>			<b>12.01</b>			<b>11.82</b>
<b>Loss per cwt.....</b>			<b>\$ .42</b>			<b>\$ .36</b>			<b>\$ .43</b>
<b>Loss per hog.....</b>			<b>\$ .84</b>			<b>\$ .85</b>			<b>\$ 1.18</b>

## CATTLE AND BEEF IMPORTS

Along with present shortages of domestic livestock supplies, imports of cattle and dressed beef into the United States have been increasing rapidly. Nine thousand head of live cattle reached New York City within a recent period, and were bought and slaughtered there.

Fifty head of New Zealand cattle, frozen and cut New York style, reached New York last week. Hinds brought 17c of which 6c was import duty. Further shipments are expected by wholesalers. Almost 200,000 lbs. of Canadian frozen and chilled beef was imported during the week ended March 9.

Shipments of cattle from Western Canada to the United States have totalled 9,000 head since the middle of January. This is 50 per cent more than moved into this country from Canada during the whole of either 1933 or 1934.

It has been reported that all cattle producing provinces will unite and form a cattle export board to regulate shipments of livestock to the United States. Some of the cattle shipped have been destined for feedlots while other are good butcher stock.

## CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, Mar. 14, 1935:

	Mar. 14, 1935.	Feb. 28, 1935.	Mar. 14, 1934.
P. S. lard, lbs.....	50,028,904	53,835,696	108,146,311
Other kinds of lard, lbs.....	7,912,122	7,914,886	5,941,400
D. S. cl. bellies, made since Oct. 1, '34, lbs.....	5,016,624	5,344,063	14,163,268
D. S. cl. bellies, made previous to Oct. 1, '34, lbs.....	.....	.....	1,280,339
D. S. rib bellies, made since Oct. 1, '34, lbs.....	936,562	885,931	1,024,081
Ex. short cl. sides, made since Oct. 1, '34, lbs.....	2,600	2,600	900

## MEAT AND LARD STOCKS

Stocks of meat and lard on hand in the United States Mar. 1, 1935, with comparisons as reported by the B.A.E.:

	Mar. 1, 1935.	Feb. 1, 1935.	5-Year Av., Mar. 1.
	M lbs.	M lbs.	M lbs.
Beef, frozen.....	86,958	102,494	44,151
In cure.....	16,698	18,593	10,640
Cured.....	7,493	6,010	8,320
Pork, frozen.....	220,719	224,180	214,278
D. S. in cure.....	37,799	37,179	58,217
D. S. cured.....	35,990	32,179	64,603
S. P. in cure.....	187,148	192,435	261,398
S. P. cured.....	189,659	182,011	178,188
Lamb and mutton, frozen.....	3,502	3,819	3,190
Misc. meats.....	89,633	106,715	73,519
Lard.....	110,598	112,497	102,796

Product placed in cure during:

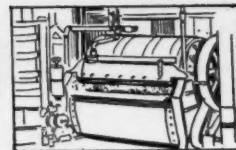
	Feb., 1935.	Jan., 1935.	Feb., 1934.
Beef, frozen.....	15,792	18,235	11,348
In cure.....	5,531	5,423	5,461
Pork, frozen.....	48,896	53,204	67,697
D. S. pork in cure.....	31,138	30,134	42,574
S. P. pork in cure.....	124,082	112,100	190,754
Lamb and mutton, frozen.....	475	522	514

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

LARD	9.55c
BELLIES	11.10c
HAMS	11.10c
LOINS	11.10c
BUTTS	11.10c

# Provisions and Lard

## Weekly Market Review



**Trade Active—Markets Weaker—Heaviness in Other Commodities a Factor—Complaints of Slow Meat Trade Continue—Hogs Easier—Hog Run Light—Lard Trade Fairly Good—Sentiment Divided.**

Market for hog products was under pressure the past week and displayed a weaker tone. Liquidation and less aggressive support, brought about by weakness in outside commodity markets and an easing in hog prices, together with further complaints of consumer resistance to present meat levels were bearish factors. Lard suffered as a consequence, prices showing a setback of around 1c lb. from season's best levels. A sharp break in cotton, unsteady grain markets, and a weakening in cotton oil values served to operate against lard.

Hog run was comparatively light. Eastern hog buyers were less active due to curtailment in meat demand. At the same time, reports of hog slaughtering were bullishly construed, and there was no immediate prospect in sight of any particular increase in hog marketings.

### Hog Quality Better

Receipts of hogs at western packing points last week were 250,200 head, against 269,800 head the previous week and 313,900 head the same week last year.

Packers operating under federal inspection slaughtered during February only 2,408,826 hogs against 3,433,419 in February, 1934, a decrease of 1,024,593 head or 30 per cent. February hog slaughter was the smallest since 1910, when 2,324,000 head were killed.

Top hogs at Chicago eased off 50¢

60c from best levels of season, reaching 9.35c Thursday. Average price of hogs at Chicago at the outset of the week, was 9.55c, against 9.45c the previous week, 4.40c a year ago, 3.90c two years ago and 4.50c three years ago.

Export outlet for hog products shows little indication of betterment. May and June imports of cured pork into the United Kingdom from foreign countries have been restricted to 103,216,000 lbs., of which the United States during those months will be permitted, as heretofore, to share to the extent of 8.1 per cent. On that basis, American packing interests will be permitted to supply approximately 8,360,000 lbs. of cured pork, compared with 10,215,000 lbs. actually supplied during the corresponding two months of 1934.

**PORK**—Demand was fairly good at New York and market ruled steady. Mess was quoted at \$28.75 per barrel; family, \$26.50 per barrel; fat backs, \$24.50@30.75 per barrel.

**LARD**—While market was easier at New York, demand was fairly good. Prime western was quoted at 12@12.10c; middle western, 12@12.10c; city tierces, 11 1/4 @11 1/2 c; tubs, 14 1/2 @14 1/4 c; refined Continent, 12 1/2 c; South America, 12 1/2 c; Brazil kegs, 12 1/2 c; compound, car lots for export, 13 1/2 c; smaller lots, 13 1/2 c; domestic compound, 1/4 c more.

At Chicago, regular lard in round lots was quoted at 22 1/2 c over March; loose lard, 42 1/2 c over March; leaf lard, 42 1/2 c over March.

**BEEF**—Demand was fair and market rather firm at New York. Mess was nominal; packer, nominal; family, \$20.00@21.00 per barrel; extra India mess, nominal.

(See page 33 for later markets.)

### Pork and Lard Stocks

These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show the trend of storage stock accumulations during January and February, 1935, compared with those of the like periods one and two years ago.

Stocks of pork meats and lard on hand March 1, 1935, were much larger than might have been expected in view of the limited hog marketings during February and the lighter average weights of animals offered.

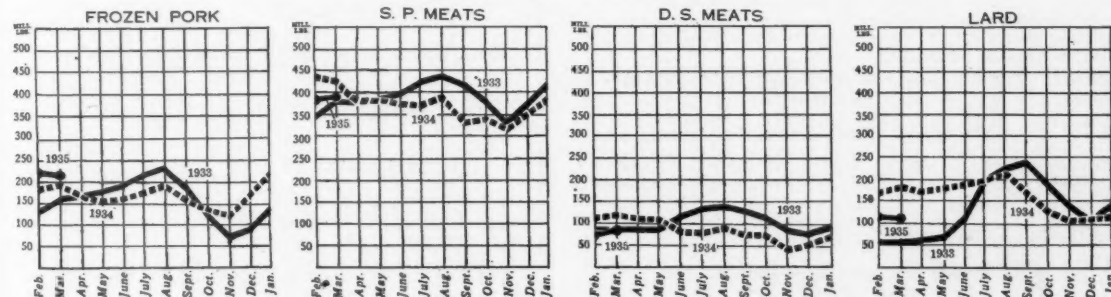
Stocks of frozen pork are in excess of accumulations one and two years ago and the five-year average on March 1. Pickled meat stocks are lower than a year ago, but higher than on March 1, 1933. Stocks of both S. P. and D. S. meats are considerably under the March 1 five-year average. The supply of lard on hand exceeds stocks of two years ago, but is considerably under that of a year ago and the five-year average.

These figures show that, while hog marketings are a factor, the consumer after all determines amount of product that will move out of meat packing plants. Regardless of number of meat animals slaughtered and processed, consumption will be governed entirely by the consumers' ability and willingness to purchase.

**Frozen Pork**—Contrary to trends in 1933 and 1934, stocks of frozen pork showed a decline during February, 1935. Stocks on hand March 1 totaled somewhat over 3 1/2 million pounds less than a month earlier. There were two factors which had an important bearing on this stock trend—light slaughter and a good demand for cheaper cuts. Frozen loins were not particularly active in carlot trading, but there was a fair distributive trade in them. Trade in frozen seedless bellies was fair. Pork sent to

## STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1935 BY THE NATIONAL PROVISIONER, INC.

## A Flavorable Food Talk



Better for All Kinds of Smoked Meats,  
Bologna, Frankfurters—and All Kinds  
of Dried Sausage

Order Seaslic Pure Garlic Juice and  
Seaslic Pure Onion Juice



## "CAKES and SAUSAGE" is the standard "National Breakfast"

Choose Seasonings for FLAVOR and EYE APPEAL  
Choose Seasonings to HOLD the COLOR  
Choose PORK "C" for High Sage Seasoning  
Choose PORK "B" for No Sage, Mild Seasoning  
Choose PORK "M" for Medium Sage Seasoning.

Order real Pork Sausage Seasoning from GRIFFITHS.  
We make only the best seasonings.

**The Griffith Laboratories 1415 W. 37th St. Chicago**

## Celotex VLT<sup>\*</sup>

<sup>\*</sup>(VAPORPROOFED LOW TEMPERATURE INSULATION)

### FACTORY PROCESS SEALS AGAINST VAPOR PENETRATION

Is the specified insulation absolutely protected against vapor penetration?

This is a vital point. The success or failure of the insulating material depends upon it. Millions of feet of cold storage insulation have had to be replaced because moisture condensed within the material.

Celotex VLT<sup>i</sup> (Vaporproofed Low Temperature Insulation) gives you assurance that your insulation will not suffer from vapor penetration. Celotex VLT<sup>i</sup> recognizes the fact that waterproofness alone is not sufficient—that insulation must be sealed.

Celotex VLT<sup>i</sup> is *factory sealed*—completely protected—and the permanence of the insulated structure is assured.

#### Further Protection:

Celotex Cane Fibre Products are Rot and Termite Proofed by the exclusive Ferox Process (patented). Integrally waterproofed. Write for new Booklet on Celotex VLT<sup>i</sup>.

THE CELOTEX COMPANY, 919 No. Michigan Ave., Chicago, Ill.

**CELOTEX**

BRAND  
INSULATING CANE BOARD  
Reg. U. S. Pat. Off.



## MAPLEINE

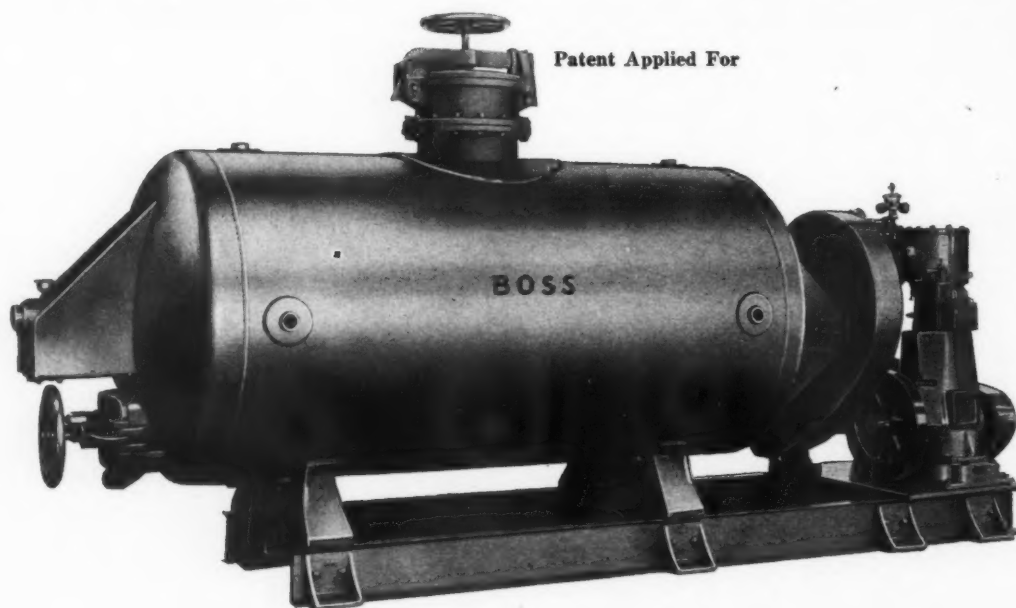
is an ideal seasoning for  
pork products. It does  
not hide natural flavors.  
It brings out and makes  
permanent the true fla-  
vor of ham and sausage.

• Crescent Manufacturing Company  
130PR North Wells Street, Chicago, Illinois  
654PR Dearborn Street, Seattle, Washington





**Use “BOSS”**  
**BALANCED-POWER COOKERS**  
*for Internal Pressure Cooking*  
**Atmospheric Cooking—Vacuum Cooking**



Patent Applied For

**TELL US WHAT YOU HAVE TO RENDER**

**WE WILL RECOMMEND THE MOST EFFICIENT METHOD  
 FOR YOUR REQUIREMENTS**

**LEARN ABOUT OUR AUTOMATIC CONTROL**

The “BOSS” Automatic Control Device assures positive  
 uniformity of finished product.

**No Overcook—No Undercook**

See “BOSS” Equipment in operation

Less than 1 pound of steam per pound of material rendered



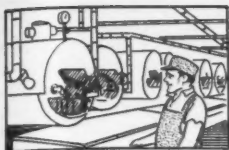
**The Cincinnati Butchers' Supply Corporation**

3907-11 S. Halsted St.  
 Chicago, Illinois

*Mfr. “BOSS” Machines for Killing,  
 Sausage Making, Rendering*

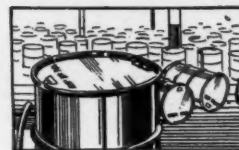
1972-2008 Central Ave.  
 Cincinnati, Ohio





# Tallows and Greases

## Weekly Market Review



**TALLOW** — A fairly active market and a firm tone featured early part of week. Turnover was estimated at 35 to 40 tanks at New York, the price level reaching 7c f.o.b. for extra, a new high for upturn. Local soapers were in market for supplies, and the West was again a buyer at New York at prices equal to local levels. Offerings were not large, and producers are fairly well sold up. Towards middle of week the market took on a barely steady tone.

It was quite evident that sentiment was more mixed. Whether or not this was due to set-back in major commodities was difficult to ascertain. The slight change in sentiment might have been due to South American offerings. About mid-week South American No. 1 and Australian good mixed was offered c.i.f. New York at 6¼c or ¾@¼c below asking prices earlier in week. Positions being offered, however, apparently did not suit buyers in this country, nevertheless, import situation was attracting some attention.

Judging by run of cattle to market and complaints of consumer resistance to present high meat levels, there does not appear any prospect in sight for any particular increase in domestic tallow supplies. In the meantime, soapers continue to experience a good demand for finished product, and the impression prevails that any setback of consequence will find the large soapers absorbing supplies again.

At New York, special loose was quoted at 6¼c; extra, 7c f.o.b.; edible, 9¼c nominal.

At Chicago, tallow continued in a very strong position with a fairly steady demand, light offerings and firmness in producers ideas. At Chicago, edible was quoted at 9@9¼c; fancy, 7½c; prime packer, 7¼c; special, 7¼c; and No. 1, 7c.

There was no London tallow auction this week. At Liverpool, Argentine good tallow, April-May shipment, was 6d higher for week at 29s 6d. Australian good mixed, April-May, Liverpool, was 1s higher at 29s 6d.

**STEARINE**—A fairly active market and a firm tone featured stearine at New York the past week. Sales were reported as high as 12½c, and market for oleo subsequently was quoted at 12@12¼c. At Chicago, demand was fairly good, and market was rather firm. Oleo was quoted at 11¼c.

**OLEO OIL**—A fair volume of activity and a strong tone featured market at New York. Last business in extra was reported at 15c. Prime sold at 14¼c;

lower grades, 14@14¼c. At Chicago, trade was fairly good and market firm. Extra was quoted at 13½c.

**LARD OIL**—Demand was fairly good at New York, and market was up ½@¾c for the week. No. 1 was quoted at 10¼c; No. 2, 10c; extra, 11¼c; extra No. 1, 10¼c; prime, 17c; winter strained, 11¼c.

**NEATSFOOT OIL** — Demand was fairly good, and market was unchanged to ½c higher for week. Cold pressed at New York was quoted at 16½c; extra, 11c; No. 1, 10¼c; pure, 12c.

**GREASES**—A rather firm situation prevailed in market for greases at New York the past week, prices holding at best levels of the upward movement. Soapers and lubricating trade were reported in market for supplies. Last business in house was reported at 6¼c; yellow, 6¼c. Firmness in tallow, and absence of pressure of offerings again influenced grease market, but about mid-week, the demand appeared less aggressive.

At New York, yellow and house were quoted at 6¼@6½c; A white, 7¼c; B white, 7¼c; choice white, 8¼c.

At Chicago, greases continued in a very strong position with demand fairly steady and offerings light and rather firmly held. At Chicago, brown was quoted at 6¼@6½c; yellow, 6¼@6½c; B white, 7¼c; A white, 7¼c; choice white, all hog, 7¼@8c.

### FERTILIZER MATERIALS

#### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: March to June, 1935, inclusive	@ \$24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood dried, 16% per unit.....	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory..	nominal
Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c.i.f.....	@ 34.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton; bulk.....	@ 23.50
March to June, 1935, inclusive	@ 24.50
in 100-lb. bags.....	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	2.40 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 22.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.....	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.50
Potash Salts.	
Manure salt, 30% bulk, per ton....	@ 12.90
Kalmit, 14% bulk, per ton.....	@ 8.50
Muriate in bulk, per ton, 40c unit K <sub>2</sub> O.....	@ 35.00
Sulphate in bags, per ton.....	@ 35.00
Shipment March-April, 1935.....	

#### Dry Rendered Tankage.

50% unground .....	@ .62½
60% ground .....	@ .65

### BY-PRODUCTS MARKETS

Chicago, Mar. 14, 1935.

#### Blood.

Market at Chicago for unground is \$3.25@3.35 per unit ammonia.

	Unit Ammonia.
Ground .....	\$3.30@3.40
Unground .....	3.25@3.35

#### Digester Feed Tankage Materials

Demand practically nonexistent at the moment. Prices nominal.

	Unit Ammonia.
Unground, 10 to 12% ammonia.....	\$3.00@3.10 & 10c
Unground, 8 to 10%.....	2.75@3.00 & 10c
Liquid stick .....	@ 2.25

#### Dry Rendered Tankage

Buying at a standstill this week.

Hard pressed and exp. unground per unit protein .....	.65@ .67½
Soft prod. pork, ac. grease & quality, ton .....	@ 45.00
Soft prod. beef, ac. grease & quality, ton .....	@ 40.00

#### Packinghouse Feeds.

This market steady with last week.

	Carlots.
Digester tankage meat meal 60%....	@ \$45.00
Meat and bone scraps, 50%.....	@ 45.00
Steam bone meal, 65%, special feeding, per ton.....	@ 30.00
Raw bone meal for feeding.....	@ 30.00

#### Fertilizer Materials.

Product moving in fair volume at \$2.50@2.60.

High grd. tankage, ground, 10@ 12% am. ....	\$2.50@ 2.60
Bone tankage, ungrd., low qd., per ton .....	@ 15.00
Hoof meal .....	@ 2.50

#### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade.....	\$55.00@65.00
Mfg. shin bones.....	45.00@75.00
Cattle hoofs .....	22.50@25.00
Junk bones .....	15.00@18.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Bone Meals (Fertilizer Grades.)

Prices steady with last week.

Steam, ground, 3 & 50.....	\$17.00@18.00
Steam, unground, 3 & 50.....	15.00@16.00

#### Gelatine and Glue Stocks.

Prices continue largely nominal.

Kip stock .....	@ 13.00
Calf stock .....	@ 21.00
Sinews, pizzles .....	@ 12.00
Horn piths .....	@ 16.00
Cattle jaws, skulls and knuckles....	@ 20.00
Hide trimmings (new style).....	@ 7.00
Hide trimmings (old style).....	@ 10.00
Pig skin scraps and trim, per lb....	5¼ @ 5½c

#### Animal Hair.

Market nominal.

Summer coil and field dried.....	@ 1.00
Winter coil dried .....	@ 2¼c
Processed, black, winter, per lb.....	@ 6¼c
Processed, grey, winter, per lb.....	@ 5¼c
Cattle switches, each*.....	1¼ @ 2c

\*According to count.

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Mar. 13, 1935.

Several cars of ground tankage sold at \$2.75 and 10c f.o.b. local shipping

(See page 33 for later markets.)



points, which is the present asking price. Unground tankage sold at \$2.40 and 10c f.o.b. New York. There is a good demand for unground tankage.

Dried blood sold at \$3.25 per unit f.o.b. New York and stocks are very light.

Japanese sardine meal is offered freely for March arrival at north Atlantic ports at \$34.50 per ton ex-vessel and at \$34.00 per ton for early April arrival.

## INEDIBLE FAT EXPORTS

Exports of inedible fats from the United States during January, 1935:

	Tallow, lbs.	Other animal greases and fat, lbs.	Neats-foot oil, lbs.
Belgium .....			12,235
France .....			7,350
Germany .....			9,771
Italy .....			41,119
Netherlands .....			240,065
Spain .....			12,247
Sweden .....	19,896	3,929	
United Kingdom .....		137,835	2,304
Canada .....		1,126,543	13,470
Guatemala .....		69,960	
Honduras .....		35,386	71
Mexico .....		25,549	2,796
Cuba .....		691,483	1,797
Dominican Rep. ....		39,345	
Haiti, Rep. of. ....		62,485	
Colombia .....		10,767	
Others .....	4,305	18,152	8,577
Total .....	24,141	2,503,168	70,618
Value .....	\$2,505	\$126,475	\$9,015

## HULL OIL MARKETS

Hull, England, Mar. 13, 1935. — (By Cable).—Refined cottonseed oil, 30s; Egyptian crude cottonseed oil, 27s.

## COTTONSEED PRODUCTS PRODUCED AND CONSUMED

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for seven months, ended February 28, 1935.

### COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Feb. 28, 1935.	1934.	Aug. 1 to Feb. 28, 1935.	1934.	Feb. 28, 1935.	1934.
United States .....	3,279,701	3,854,000	2,927,623	3,333,700	574,739	741,321
Alabama .....	263,256	208,794	232,982	161,386	50,370	50,370
Arizona .....	47,000	37,000	38,056	30,176	9,168	7,130
Arkansas .....	279,057	297,223	236,404	254,716	47,674	58,497
California .....	101,240	86,743	88,375	62,912	13,045	26,758
Georgia .....	403,929	329,226	322,019	281,654	107,920	59,063
Louisiana .....	147,712	129,439	141,843	108,407	9,409	23,610
Mississippi .....	406,258	436,400	362,880	314,477	122,673	133,980
North Carolina .....	240,839	219,480	205,908	200,421	36,852	19,544
Oklahoma .....	95,445	357,670	96,918	351,140	16,532	33,812
South Carolina .....	188,325	170,276	177,309	152,367	12,287	18,545
Tennessee .....	276,591	271,058	243,419	244,413	58,386	71,917
Texas .....	696,673	1,247,127	718,687	1,115,254	80,647	230,659
All other states .....	73,061	64,068	62,703	36,386	10,806	7,754

\*Includes seed destroyed at mills but not 222,761 tons and 220,935 tons on hand Aug. 1 nor 97,061 tons and 39,205 tons reshipped for 1935 and 1934 respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season.	On hand		Produced Aug. 1 to Feb. 28.		Shipped out Aug. 1 to Feb. 28.		On hand	
		Aug. 1, 1934.	Aug. 1, 1935.	Aug. 1, 1934.	Aug. 1, 1935.	Aug. 1, 1934.	Aug. 1, 1935.	Aug. 1, 1934.	Aug. 1, 1935.
Crude oil .....	1934-35		*34,400,287		904,325,490		878,783,318		*102,513,787
(pounds) .....	1933-34		31,269,417		1,031,305,697		929,858,098		175,250,364
Refined oil .....	1934-35		†656,804,830		**777,262,026				†524,340,187
(pounds) .....	1933-34		676,331,574		810,695,782				812,753,626
Cake and meal .....	1934-35		124,572		1,327,631		1,105,327		346,876
(tons) .....	1933-34		160,874		1,505,098		1,376,816		289,156
Hulls .....	1934-35		20,958		753,449		605,457		180,950
(tons) .....	1933-34		70,686		888,268		875,209		80,745
Linters .....	1934-35		75,958		650,381		529,437		196,062
(running bales) .....	1933-34		70,786		618,337		547,005		142,118
Hull, fiber .....	1934-35		646		43,384		41,429		2,601
(500-lb. bales) .....	1933-34		985		34,427		31,952		3,490
Grabbots, notes, etc. ....	1934-35		3,970		28,853		21,571		11,254
(500-lb. bales) .....	1933-34		3,216		29,417		23,821		8,812

\*Includes 4,378,638 and 26,280,326 pounds held by refining and manufacturing establishments and 9,098,880 and 30,068,520 pounds in transit to refiners and consumers August 1, 1934, and February 28, 1935, respectively.

†Includes 3,605,195 and 4,498,156 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,153,478 and 3,037,252 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1934, and February 28, 1935, respectively.

\*\*Produced from 839,620,429 pounds of crude oil.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 14, 1935.—Rumors concerning government's plans for next year's cotton crop caused quick and drastic liquidation which spread to cotton oil, lard and other commodities. Supply of cotton oil and lard both extremely small, considering the demand and six to seven months still to go before new crop moves freely. Tight situations in edible fats during summer and early fall are anticipated. Crude down 1c lb. from top, with \$9.50 bid by some buyers and mills awaiting better markets to sell on. Renewal of active demand or more reassurance from Washington can bring upturns.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 14, 1935.—Prime cottonseed oil, 9½¢; forty-three per cent meal, \$36.50; hulls, \$12.00.

## COTTONSEED PRODUCT EXPORTS AND IMPORTS

For six months ending Jan. 31, 1935:

	Exports:	1935.	1934.
Oil, crude, lbs. ....		1,135,074	10,654,295
Oil, refined, lbs. ....		1,450,022	3,467,419
Cake and meal, tons of 2,000 lbs. ....		1,995	66,585
Linters, running bales .....		95,927	81,118
	Imports:		
Oil, lbs. ....		16,895,677	
Cake and meal, tons of 2,000 lbs. ....		29,018	751

## COTTON OIL TRADING

COTTONSEED OIL—Store oil supplies continued light at New York, but market was easier with futures. Demand was less active. Crude oil was quoted at 9½¢@10¢ across Belt.

Market transactions at New York:

Friday, March 8, 1935.

	Range—	Closing—	
	Sales. High. Low. Bid. Asked.		
Mar. ....			1137 a 1145
Apr. ....			1145 a 1160
May ....	13 1158 1150	1158 a trad	
June ....		1160 a 1175	
July ....	20 1170 1163	1170 a 1171	
Aug. ....		1170 a 1185	
Sept. ....	3 1178 1169	1168 a trad	
Oct. ....	10 1177 1160	1177 a trad	

Sales, 46 contracts; crudes, 10½¢ nominal.

Saturday, March 9, 1935.

Mar. ....	2 1137 1137	1131 a 1145
Apr. ....		1140 a 1155
May ....	9 1151 1143	1145 a 1148
June ....		1146 a 1160
July ....	23 1165 1156	1159 a trad
Aug. ....		1160 a 1175
Sept. ....	4 1168 1163	1163 a 1167
Oct. ....		1158 a 1166

Sales, 38 contracts; crudes, 10½¢ nominal.

Monday, March 11, 1935.

Mar. ....	3 1124 1100	1100 a 1115
Apr. ....		1105 a 1125
May ....	52 1136 1088	1108 a 1112
June ....		1110 a 1125
July ....	152 1151 1103	1120 a trad
Aug. ....		1121 a 1135
Sept. ....	49 1155 1116	1125 a trad
Oct. ....	10 1153 1095	1115 a 1125

Sales, 267 contracts; crudes, 10¢ asked.

Tuesday, March 12, 1935.

Mar. ....	2 1090 1090	1085 a 1100
Apr. ....		1090 a 1105
May ....	58 1103 1090	1097 a 1099
June ....		1098 a 1108
July ....	91 1112 1098	1110 a trad
Aug. ....		1110 a 1125
Sept. ....	55 1116 1106	1112 a trad
Oct. ....	3 1110 1103	1102 a 1112

Sales, 209 contracts; crudes, 10¢ asked.

Wednesday, March 13, 1935.

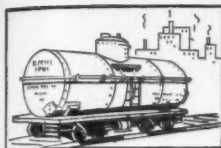
Mar. ....	2 1070 1070	1066 a 1080
Apr. ....		1070 a 1085
May ....	19 1090 1073	1080 a 1083
June ....		1080 a 1095
July ....	106 1107 1085	1093 a trad
Aug. ....		1090 a 1098
Sept. ....	56 1107 1086	1093 a 1094
Oct. ....	23 1105 1075	1085 a trad

Sales, 206 contracts; crudes, 9½¢@10¢ nominal.

Thursday, March 14, 1935.

Mar. ....		1041 a 1060
May ....	1077 1065	1066 a 1065
July ....	1090 1072	1072 a ....
Aug. ....	1072 1070	1072 a 1070
Sept. ....	1091 1070	1071 a ....
Oct. ....	1067 1041	1045 a ....

(See page 33 for later markets.)



# Vegetable Oils

## Weekly Market Review



**Trade Very Active—Trend Downward—Outside Weakness Factor—Lighter Consuming Demand Influential—Liquidation Heavy—Technical Position Stronger—Visible Supply Comparatively Small.**

There was an active trade in cottonseed oil futures the past week, but trend in main was downward. At the low point prices were off over 1c lb. from season's highs. Selling was general at times and ran into stop loss orders. At no time did market display any marked weakness.

Downward trend was orderly, and although the selling ran into air pockets at times there was a good character of scale-down buying, and some reinstating of long holdings when the cotton and outside markets steadied. The professional element pressed the decline in belief that a large long interest existed. About middle of the week, however, ring crowd again took to buying side being impressed by improvement in the technical position as a result of liquidation.

February consumption of cotton oil was smaller than previous month of the season, but there was nothing particularly surprising or new in the situation as it relates to oil itself. The greater part of this selling was sympathetic with cotton. Developments in the white commodity, as far as were traceable, were due to uncertainty regarding the 12c pegged price for the new crop. This led to foreign and mill liquidation, culminating in a 2c lb. drop on Monday. Subsequently half or more of the loss was recovered. When cotton rallied, western lard market took on a heavier appearance, and this served to check bullish operations in the oil market.

### February Consumption Up

February consumption was 229,728

bbls., against 255,796 bbls. in February, 1934. Consumption for seven months has been about 2,271,000 bbls., against 1,687,000 bbls. the same time the previous season. Visible supply on March 1 totaled 1,948,000 bbls., or nearly a million barrels less than the 2,942,000 bbls. on Mar. 1, 1934.

Department of Commerce placed importations of cotton seed oil for the six months ended January, at 16,895,677 lbs., equal to about 42,239 bbls. of 400 lbs. each. On account of the decline in prices, less was heard of foreign oil importations this week, but there was a very marked tendency to keep a closer watch on sterling.

February hog slaughter was placed at 2,408,826 head, against 3,433,419 head in February, 1934. Cold storage holdings of lard on March 1st, showed a decrease of slightly less than 2,000,000 lbs. from previous month, totaling 110,508,000 lbs., against 176,044,000 lbs. on March 1 last year, and a five-year March 1 average of 102,796,000 lbs.

Reports as to cash trade continued mixed. Indications were that while demand was fair, it was not large. Crude oil was reported to have sold at 10c in the Southeast in a modest way, and market subsequently was quoted 9½¢ @ 10c nominal across the Belt.

**COCOANUT OIL**—Market was held at 6½¢ nominal, New York, but buyers were not inclined to take hold at that level. As a result, market was quiet. Arrival of 1,201 tons from Manila were reported.

**CORN OIL**—Market was quieter, due partly to setback in cotton oil. Corn oil mills were asking 11c, resale lots were reported available at 10½¢.

**SOYA BEAN OIL**—Demand was moderate and market easier. Some business was passing at 9¼¢, a decline of ¼¢ from previous levels.

**PALM OIL**—No particular activity was in evidence, but market was firm at New York. Spot Nigre was quoted at 5½¢; shipment Nigre, 5c; 12½¢ per cent, 5c; 20 per cent, 4.90c, Sumatra, October forward shipment, 5½¢ nominal.

**PALM KERNEL OIL**—Trade was quiet at New York, but market was rather steady. Spot was quoted at 5½¢; shipment, 4.9c.

**OLIVE OIL**—Trade was routine, but market was moderately active and steady. Spot barrels at New York were quoted at 8½¢ @ 9c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Trade was quiet, and market quoted at 10½¢ nominal for spot and forward. Yellow refined was moderately active at New York and quoted at 13½¢ @ 13¼¢.

### MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 13, 1935.

The cottonseed meal futures were steady but quiet. Market opened higher with early sales at advances of 55¢ @ 60c but eased off somewhat later only to regain all losses with market closing at highs for the day on all but new crop months which were a trifle lower. Offerings as a whole were light and market appeared to be oversold. Trading was confined mostly to May and July with November selling in a small way at \$29.25. A fair consuming demand is reported with futures trading at discounts under the cash.

Cottonseed was quiet but sharply higher. November traded for first time at last call at \$39.00 with balance of deliveries 50c to \$1.50 higher.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company** Chicago, Illinois

# HAMMOND'S Mistletoe MARGARINE

**INDEPENDENT MANUFACTURING CO.**  
WHEATSEAF LANE AND ARAMINGO AVE.  
PHILADELPHIA  
Furnishers of the highest quality for farm and garden  
February 23, 1935

J. W. Hubbard Company,  
718 West 50th Street,  
Chicago, Illinois.

Gentlemen:

In the fall of 1933, we installed your Velvet Drive #628 Dry Rendering Cooker -- Direct Motor Connected, and we are pleased to report to you on the performance of this cooker as it eliminates the tear-drive arrangement is very satisfactory as it eliminates the troubles we have had on other machines from belts, pulleys, etc. being compact, the Cooker takes up very little floor space which is an item to us because of the congestion in our tankhouse.

We find the Velvet Drive Cooker economical on steam and power. It does an excellent rendering job. In fact, is handling the largest load on an hourly basis of any cooker in our plant.

Since the installation, it has caused us no worry at all, and it has not been out of use or in need of attention. It has proven itself under hard usage to be the most satisfactory cooker in our plant. We are certainly well pleased with the machine and with the way your company has handled the business.

On account of this service, it gives us pleasure to recommend the Velvet Drive Cooker to anyone in the Packing or Rendering business.

Sincerely yours,  
E. D. Smith, Jr.  
E. D. Smith, Jr.  
treasurer

## INDEPENDENT LIKES THE VELVET DRIVE COOKER

**Because:**

"It eliminates troubles we have had on other machines. Compact, takes up very little floor space. Economical of steam and power--handling largest load of any cooker in our plant. Has proven itself under hard usage to be the most satisfactory cooker."

Ask for Bulletin #28 describing VELVET DRIVE Rendering Equipment.

### J. W. HUBBARD CO.

Manufacturers of complete equipment for packing plants  
718-732 WEST 50th STREET CHICAGO, U. S. A.

**WHEN YOU THINK OF EQUIPMENT THINK OF HUBBARD**

## Easily Applied to Lard

Remove "off" flavor and odor without imparting flat "earthy" taste characteristic of other refining materials.

Nuchar ADSORBS Taste, Odor and Color and makes your lard sweet and neutral, without a destabilizing effect. It is applied in the same manner as other refining materials now in vogue. Write for full information and descriptive literature.

**INDUSTRIAL CHEMICAL SALES COMPANY, INC.**  
230 Park Avenue  
New York City

205 West Wacker Drive  
Chicago, Illinois

## PERFECT CUTS WITH THE IMPROVED B & D ELECTRIC HAM MARKER

Write for details and trade in  
**BEST & DONOVAN**  
332 S. Michigan Ave.  
Chicago, Illinois

## The New FRENCH CURB PRESS

*Will Give You*  
**MORE GREASE  
PURER GREASE  
LESS REWORKING  
GREATER CLEANLINESS**

*We invite your inquiries*  
**The French Oil Mill  
Machinery Company**  
Piqua Ohio



# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were weak latter part of week, on further liquidation, weakness in outside markets, ignoring trade support on scale down. Top hogs reacted to \$9.35 and steadied today to \$9.40. Pork loins easier in the West. Meat demand, however, still somewhat restricted.

### Cottonseed Oil

Cotton oil broke sharply, influenced by lard and outside markets. Selling credited to mills and foreigners. Active pressure on October from interests with cotton house connections. Crude active but market displayed heavy undertone. Technical position decidedly better. Cash trade quiet and reported no interest in foreign oils in New York at moment. Crude, Southeast, 9% nominal; reported Texas sold 9% nominal; quoted 9% @ 9 1/4 c. Steamer Blommerdyk arrived New York from Rotterdam with 264,614 kilos cotton oil.

Quotations on bleached cottonseed oil Friday noon were: Mar., \$10.50; May, \$10.65@10.69; July, \$10.72; Sept., \$10.67@10.72; Oct., \$10.40@10.42.

### Tallow

Tallow, extra, 7c f.o.b.

### Stearine

Stearine, 12 1/2 c plant.

### Friday's Lard Markets

New York, Mar. 15, 1935.—Prices are for export; no tax. Lard, prime western, \$11.70@11.80; middle western, \$11.70@11.80; city, 10% @ 11 1/4 c; refined Continent, 12c; South American, 12 1/2 c; Brazil kegs, 12 1/4 c; compound, 13 1/4 c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, Mar. 17, 1935.

General provision market quiet and unchanged; very poor demand for hams; fair demand for lard.

Friday's prices were: Hams, American cut, 84s; hams, long cut, 86s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 66s; Wiltshires, unquoted; Cumberland, exhausted; Canadian Wiltshires, 73s; Canadian Cumberlands, 65s; spot lard, 63s.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, Mar. 1, 1935, to Mar. 13, 1935, totaled 1,749,380 lbs.; tallows, none; greases, 40,000 lbs.; stearine, 197,600 lbs.

Watch "Wanted Page" for bargains.

## EXPORT NOTES

Exports of farm products during the month of January, according to the U. S. Bureau of Agricultural Economics, were the lowest for that month in more than twenty years. The bureau's index for January is 57, compared with 62 in December and with 93 in January, 1934. Compared with a pre-war base of 100, exports of hams and bacon were 18; lard, 45; dairy products and eggs, 69.

Quota on United Kingdom imports of cured pork from the United States will be 8,360,000 lbs. during the months of May and June, 1935. This represents 8.1 per cent of total imports allowed from non-empire countries. The United States shipped 10,215,000 lbs. in the same months last year.

Index of January exports of hams and bacon from the United States to all countries is only one point higher than a year ago. Index of exports of lard was only a little over a third of the volume going to foreign markets last year, and one of the lowest January indices recorded.

## PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Mar. 9, 1935:

	PORK.		
	Week ended Mar. 9, 1935, bbls.	Week ended Mar. 10, 1934, bbls.	Nov. 1, 1934 to Mar. 9, 1935, bbls.
Total	50	152	1,136
United Kingdom	25	152	547
Continent	25	158	429
West Indies	.....	.....	160

	BACON AND HAM.		
	M lbs.	M lbs.	M lbs.
Total	3,581	4,243	55,091
United Kingdom	3,581	4,084	54,385
Continent	.....	158	542
West Indies	.....	1	28
Other countries	.....	.....	136

	LARD.		
	M lbs.	M lbs.	M lbs.
Total	2,805	6,190	60,843
United Kingdom	2,590	5,298	55,345
Continent	17	737	3,224
Stn. and Ctl. America	68	72	836
West Indies	132	53	1,423
B. N. A. Colonies	.....	.....	12
Other countries	.....	.....	3

	TOTAL EXPORTS BY PORTS.		
	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	50	514	1,312
Boston	.....	.....	43
Philadelphia	.....	.....	5
New Orleans	.....	.....	198
St. John, N. B. West	.....	1,811	585
Halifax	.....	1,256	662
Total week	50	3,581	2,805
Previous week	10	3,706	2,887
2 weeks ago	100	3,209	1,794
Cor. week 1934	132	4,243	6,918

	SUMMARY NOV. 1, 1934, to MAR. 9, 1935.		
	1934 to 1935	1934 to 1935	De-crease.
Pork, lbs.	227	347	120
Bacon and hams, lbs.	55,091	51,422	3,668
Lard, lbs.	60,845	151,709	90,866

WHEN YOU WANT A GOOD MAN read the Classified advertising pages of THE NATIONAL PROVISIONER.

## NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Mar. 9, 1935, with comparisons:

	Week ended Mar. 9.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	6,172	5,384	7,650
Cows, carcasses	1,219 1/4	1,055	738
Bulls, carcasses	289	269	263
Veals, carcasses	11,117	10,451	11,839
Lambs, carcasses	37,540	27,972	32,892
Mutton, carcasses	1,070	1,138	1,750
Beef cuts, lbs.	688,316	690,934	474,019
Pork cuts, lbs.	1,473,271	1,506,565	2,249,018
Local slaughters:			
Cattle	6,770	7,108	8,083
Calves	14,937	14,211	13,947
Hogs	33,394	37,113	40,460
Sheep	57,394	58,965	46,650

## PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughter under city and federal inspection at Philadelphia for the week ended March 9, 1935:

	Week ended March 9.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	1,738	1,719	2,031
Cows, carcasses	1,610	1,561	811
Bulls, carcasses	254	248	323
Veals, carcasses	1,688	1,706	1,690
Lambs, carcasses	14,455	12,020	8,488
Mutton, carcasses	617	485	258
Pork, lbs.	401,621	461,829	470,907
Local slaughters:			
Cattle	2,380	2,100	1,598
Calves	3,479	2,490	3,182
Hogs	12,644	13,378	14,650
Sheep	5,050	4,355	4,217

## BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended Mar. 9, 1935:

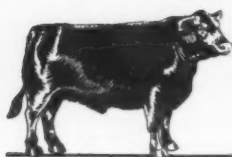
	Week ended March 9.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	1,713	1,616	2,818
Cows, carcasses	1,575	1,757	1,777
Bulls, carcasses	26	9	43
Veals, carcasses	436	717	1,046
Lambs, carcasses	16,718	15,207	15,574
Mutton, carcasses	377	298	280
Pork, lbs.	280,982	277,559	277,558

## WEEKLY WOOL REPORT

Domestic Fleeces, grease basis—		
Ohio & Penn., fine clothing	20	@21
Ohio & Penn., fine delaine	20	@22
Ohio & Penn., 1/2 blood combing	27 1/2	@23
Ohio & Penn., 1/2 blood cloth g.	21	@22
Ohio & Penn., 3/4 combing	27	@25
Ohio & Penn., 3/4 combing	23 1/2	@23
Ohio & Penn., 1/4 clothing	21	@22
Low, 1/4 combing	21	@22
Territory, clean basis—		
Fine staple	65	@67
Fine, French, combing	61	@63
Fine, fine medium, clothing	58	@60
1/4 blood, staple	63	@65
3/4 blood, staple	56	@57
1/2 blood, staple	50	@52
Low, 1/4 blood	40	@42
Texas, clean basis—		
Choice, 12 months	65	@67
Average, 12 months	60	@62
Fine 8 months	53	@55
Fall	48	@50
California, clean basis—		
Northern	57	@58
Southern	54	@55

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Mar. 15, 1935, show exports from that country were as follows: To the United Kingdom, 132,971 quarters; to the Continent, 21,204 quarters. Exports the week ending Mar. 8 were: To England, 7,671 quarters; to the Continent, 1,341 quarters.



# Live Stock Markets

## Weekly Review



### CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Mar. 14, 1935.

**CATTLE**—Compared last Friday: Strictly good and choice fed steers and yearlings strong to 25c higher; closed moderately active on such kinds. Common and medium grades slowed down late and finished weak to 25c lower. Maximum downturns confined largely to plain light killers selling at \$9.50 downward. Top on finished steers scaling 1,456 lbs. went to \$14.20, a new high on crop; best light steers, \$14.15; long yearlings, \$14.00; numerous sales, \$13.25@14.00. Better grade heifers, strong to 25c higher, lower grades steady; beef cows fully steady, but common beef cows and cutter cows 25c off, instances 40c or more down. Bulls 25@40c higher, and vealers 25@50c lower; most fat steers, \$9.75@13.00; lower grades, \$8.25@9.50. Rank and file yearling and butcher heifers, \$7.50 @10.25, with best yearlings at \$11.25. Weighty sausage bulls closed at \$6.00, and vealers, \$7.50@9.00.

**HOGS**—Compared last Friday: market generally 35@40c lower, pigs and packing sows 25c off; moderate increase in receipts gave buyers advantage; week's top \$9.75, with closing peak \$9.35, lowest in over two weeks. Late bulk medium and heavy weights, \$9.20@9.30; light weights, \$9.00@9.25; light lights, \$8.50@9.00; slaughter pigs, \$7.25@8.50; packing sows, \$8.50@8.60, best \$8.70.

**SHEEP**—Compared last Friday: slaughter lambs around 65c@\$1.00 lower; sheep 25c higher. Liberal supplies coupled with sluggishness in dressed trade important bearish factors in hoof market. Closing prices lowest since before Christmas with bulk good to choice lambs at \$7.75@8.10, occasional loads best offerings \$8.15@8.35

late. Week's top, \$8.85 paid early; week's bulk around \$7.75@8.65. Clipped lambs, \$7.00@7.25; yearlings around \$7.50 mostly; bulk slaughter ewes, \$4.50@5.50.

### KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Mar. 14, 1935.

**CATTLE**—Practically all killing classes closed uneven and steady to 25c higher for week. Prime 1,147-lb. steers scored \$13.75, new high for year, while strictly choice 1,235-lb. weights brought \$13.60. Other choice lots went at \$12.00 @12.50. but bulk of fed arrivals sold at \$9.50@11.50. Choice mixed yearlings reached \$11.00; vealers steady at \$9.00 down.

**HOGS**—Declines of 30@40c were registered in hog values during week and late top rested at \$9.25 on choice 210 lbs. and up. Late sales of 200- to 325-lb. weights, \$9.15@9.25; 150- to 190-lb. weights, \$8.50@9.15. Packing sows lost 25@35c, with most late sales \$8.60 down.

**SHEEP**—Fat lambs closed dull with prices 50@75c under last Friday. Best fed lambs sold at \$7.90 on final session with others at \$7.00@7.85; best natives, \$7.75; clippers, \$7.00. Mature sheep ruled weak to 15c lower, fat ewes selling at \$5.25 down.

### ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Mar. 14, 1935.

**CATTLE**—Steers closed period steady to 25c lower and mixed yearlings and heifers steady to 25c higher, with vealers showing a 50c decline and other slaughter classes unchanged. Top on choice 1,252-lb. steers, \$13.40; bulk,

\$8.00@11.00. Top mixed yearlings, \$11.25; heifers, \$11.00, with bulk of mixed yearlings and heifers, \$7.00@10.00. Beef cows bulked at \$4.75@6.50, top \$8.75; cutters and low cutters mostly \$3.00@4.00. Sausage bulls closed at top of \$5.75; late top on vealers, \$9.25.

**HOGS**—After reaching new high for season Monday, top being \$9.85, swine values reacted sharply to finish 50@75c lower for week. Thursday top was \$9.15, bulk of 180-lb. up selling at \$9.00 @9.15, and packing sows, \$8.10@8.35.

**SHEEP**—Fat lamb prices depressed 50@75c during week, sheep holding steady. Best woolled lambs quotable late up to \$8.50, bulk selling at \$7.50@8.00; clipped lambs mostly \$6.50@7.00 and slaughter ewes \$4.00@5.25.

### ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., March 13, 1935.

**CATTLE**—Cattle sold unevenly, mostly steady to strong, good fed steers and yearlings, \$10.00@12.00; plainer short feds down to \$8.50; common sorts down to \$6.50 or under. Medium to good heifers sold at \$8.00@10.00; sizable strings of attractive Canadians, \$10.00@10.50; plainer heifers, \$5.50@7.50; beef cows mostly \$4.75@7.50; cutters, \$3.25@4.50; heavy beef bulls at \$6.00, most sausage bulls \$4.25@5.25; better vealers, Wednesday, \$7.00@9.00.

**HOGS**—Hog prices have declined past two days, discounts of 15@20c Wednesday placing butchers at \$9.25@9.35; most 160 to 190 lbs., \$9.00@9.25; better 130 to 150 lbs., \$8.00@8.75; good sows, \$8.60.

**SHEEP**—Desirable fat lambs sold mostly at \$8.00, best held higher. Slaughter ewes were salable at \$3.50@5.00 or better.

## BEN SHEPPARD

*Order Buyer of Live Stock*

Springfield, Mo.

Telephone 2322

## HOGS—SHEEP—CALVES—CATTLE H. L. SPARKS & CO.

National Stock Yards, Ill.—Phone East 6261  
Mississippi Valley Stock Yds., St. Louis, Mo.  
Phone Colfax 6906 or L. D. 299  
Springfield, Mo.—Phone 3339

*Order Buyer of Live Stock*

## L. H. McMURRAY

Indianapolis, Indiana

*HOG BUYERS ONLY*

## Watkins-Potts-Walker

National Stock Yards  
Illinois  
Phone East 21

Indianapolis  
Indiana  
Phone Lincoln 3607

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Mar. 14, 1935.

**CATTLE**—Receipts of fed steers and yearlings somewhat larger than previous week and, with less urgency to the shipper demand, prices under pressure and tended slightly lower. Current levels unevenly barely steady to 25c under last Friday. Heifers in good demand; held steady. Cows unevenly steady to 25c lower, inbetween grades showing down turn. Bulls and vealers about steady. Choice medium weight steers averaging 1,286 lbs. topped for week at \$13.45. No strictly choice long feds arrived. Choice 732-lb. heifers sold at \$10.65, with odd head heavy heifers up to \$11.00.

**HOGS**—Compared last Friday: better butchers mostly 50c lower; lights and light lights 50c to 75c off. Top Thursday, \$9.00, with following bulks, good and choice grades: 200- to 375-lb. \$8.90@9.00, 160 to 200 lbs., \$8.25@8.90; 140 to 160 lbs., \$7.50@8.25; slaughter pigs, \$6.25@7.50; packing sows, \$8.35@8.50; stags, \$8.00@8.75.

**SHEEP**—Increased supplies and badly depressed dressed lamb trade resulted in sharp down turns on all classes. Compared last Friday: lamb prices broke 60@75c. Aged sheep fully 25c lower. Thursday's bulk fed woolled lambs, \$7.50@7.75; top, \$8.00; fed clipped lambs, \$7.00; good and choice ewes, \$4.25@5.35.

## SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Mar. 14, 1935.

**CATTLE**—Slaughter steers, yearlings and she stock finished week under pressure with weak to 25c lower. Small showing of long yearlings and medium-weight beeves brought \$11.50 @12.50 and bulk cashed at \$9.00@10.50. Small lots choice heifers cashed above \$10.00. Beef cows bulked at \$4.75 @6.50. Most low cutters and cutters turned at \$3.50@4.50. Bulls declined 25c; medium grades went at \$5.25 down. Choice vealers brought \$7.00.

**HOGS**—Slightly increased receipts and restricted outlet in provision channels brought sharp downward price revisions. Compared with last Friday, most classes showed 40@50c break, while packing sows held mostly to 25c loss. Closing top rested at \$9.10, while bulk 200- to 300-lb. butchers cleared at \$8.90@9.05. Better grade 160- to 200-lb. lights, \$8.25@8.90; most 140- to 160-lb. light lights, \$7.75@8.25; odd lots slaughter pigs, \$6.75@7.75; good packing sows, \$8.35@8.40.

**SHEEP**—Fat lamb schedules slumped 50@65c compared last Friday. General quality slaughter lambs proved plain; best choice up to \$8.45, week's top. On close, better grades sold largely \$7.50@7.75, with medium down to \$6.50 or below. Odd lots good ewes held steady at \$4.50@5.00.

## CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Mar. 14, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota were 30@35c lower on Thursday compared with the same time a week earlier; packing sows mostly 20@30c lower. Late sales of good to choice 220- to 350-lb. butchers ranged from \$8.95@9.25, few down to \$8.90; bulk delivered at packing plants, \$9.05 @9.25; long railed consignments, to \$9.30; bulk 200 to 220 lbs., \$8.85@9.15; 180 to 200 lbs., \$8.75@9.00; 160 to 180 lbs., \$8.30@8.80; 140 to 160 lbs., \$7.60@8.30; good packing sows, \$8.05@8.45, few \$8.50.

Receipts unloaded daily for the week ended Mar. 14, 1935, were reported as follows:

	This week.	Last week.
Fri., Mar. 8.....	17,000	21,100
Sat., Mar. 9.....	14,400	13,000
Mon., Mar. 11.....	25,100	28,700
Tues., Mar. 12.....	11,600	5,200
Wed., Mar. 13.....	17,800	10,500
Thurs., Mar. 14.....	17,300	19,900

## CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock price summary, week March 7, 1935:

BUTCHER STEERS.			
Up to 1,050 lbs.			
	Week ended March 7.	Prev. week.	Same week, 1934.
Toronto.....	\$7.50	\$7.25	\$6.50
Montreal.....	6.75	6.75	6.25
Winnipeg.....	7.00	6.50	5.50
Calgary.....	6.25	6.50	4.75
Edmonton.....	5.75	5.50	4.75
Prince Albert.....	4.25	4.00	3.85
Moose Jaw.....	4.25	5.00	4.75
Saskatoon.....	5.00	5.00	4.50

VEAL CALVES.			
	Week ended March 7.	Prev. week.	Same week, 1934.
Toronto.....	\$9.00	\$9.00	\$8.50
Montreal.....	8.50	9.00	7.50
Winnipeg.....	7.00	7.00	6.50
Calgary.....	6.00	5.50	5.00
Edmonton.....	5.50	5.00	5.50
Prince Albert.....	5.75	5.50	5.00
Moose Jaw.....	5.50	5.50	6.00
Saskatoon.....	5.50	5.00	6.00

SELECT BACON HOGS.			
	Week ended March 7.	Prev. week.	Same week, 1934.
Toronto.....	\$8.75	\$9.25	\$10.25
Montreal.....	8.75	9.25	10.50
Winnipeg.....	8.00	8.25	9.50
Calgary.....	7.85	8.00	9.40
Edmonton.....	7.90	8.00	9.35
Prince Albert.....	7.40	7.85	9.45
Moose Jaw.....	7.75	7.50	9.50
Saskatoon.....	7.60	7.85	9.60

GOOD LAMBS.			
	Week ended March 7.	Prev. week.	Same week, 1934.
Toronto.....	\$7.25	\$7.25	\$8.25
Montreal.....	6.75	6.75	7.50
Winnipeg.....	5.75	6.00	7.25
Calgary.....	5.25	5.25	6.50
Edmonton.....	5.50	5.50	6.25
Prince Albert.....	4.00	4.00	4.00
Moose Jaw.....	4.50	4.50	6.75
Saskatoon.....	5.50	4.00	6.00

## RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended March 9, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended March 9.....	121,000	287,000	334,000
Previous week.....	173,000	285,000	344,000
1934.....	108,000	373,000	200,000
1933.....	117,000	415,000	262,000
1932.....	155,000	494,000	369,000
1931.....	195,000	597,000	347,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended March 9.....	121,000	287,000	334,000
Previous week.....	173,000	285,000	344,000
1934.....	108,000	373,000	200,000
1933.....	117,000	415,000	262,000
1932.....	155,000	494,000	369,000
1931.....	195,000	597,000	347,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended March 9.....	121,000	287,000	334,000
Previous week.....	173,000	285,000	344,000
1934.....	108,000	373,000	200,000
1933.....	117,000	415,000	262,000
1932.....	155,000	494,000	369,000
1931.....	195,000	597,000	347,000

## HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 10 principal public markets Jan., 1934:

	Jan., 1935.	Dec., 1934.	Jan., 1934.			
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago .....	227	\$7.70	212	\$5.89	227	\$3.41
Denver .....	211	7.63	202	5.78	229	3.25
East St. Louis.....	211	7.62	213	5.93	214	3.38
Fort Worth.....	213	7.63	213	5.97	214	3.40
Kansas City.....	213	7.63	201	5.44	228	3.23
Omaha.....	206	7.42	192	5.22	226	3.06
Sioux City.....	207	7.44	195	5.19	225	3.10
So. St. Joseph.....	212	7.62	197	5.35	235	3.18
South St. Paul.....	198	7.49	196	5.19	217	3.08
Wichita.....	229	7.48	217	5.00	221	3.21

## U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during week ended Friday, March 8, 1935:

	Week ended March 8.	Prev. week.	Cor. week, 1934.
Chicago.....	56,046	60,150	68,521
Kansas City, Kans.....	23,930	29,870	28,853
Omaha.....	16,077	15,004	20,175
St. Louis & East St. Louis.....	29,476	37,582	35,213
Sioux City.....	8,234	8,708	17,877
St. Joseph.....	9,940	14,597	15,212
St. Paul.....	12,770	14,966	22,514
N. Y., Newark & J. C.....	33,808	37,130	39,114
Total.....	190,281	224,495	242,279

## CANADIAN INSPECTED KILL

Inspected slaughter of live stock in Canada during January, 1935:

	Jan., 1935.	Jan., 1934.
Cattle.....	67,716	63,133
Calves.....	28,142	28,221
Hogs.....	281,680	269,531
Sheep.....	40,448	40,244

# INTELLIGENT COOPERATION

The Nation's Oldest and Largest Livestock Buying Organization



## KENNETT-MURRAY

### LIVESTOCK BUYING ORGANIZATION

Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb  
Indianapolis, Ind. La Fayette, Ind. - Louisville, Ky  
Nashville, Tenn. Sioux City, Iowa Montgomery, Ala



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 9, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour and Co. ....	5,327	3,021	5,859
Swift & Co. ....	3,337	1,115	14,775
Morris & Co. ....	1,807	.....	15,343
Wilson & Co. ....	3,294	1,082	10,412
Anglo-Amer. Prov. Co. ....	824	.....	.....
G. H. Hammond Co. ....	1,915	.....	.....
Shippers .....	6,988	8,430	21,467
Others .....	9,026	9,462	1,080
Brennan Pkg. Co., 2,053 hogs; Agar Pkg. Co., 3,039 hogs.			
Total: 32,578 cattle; 7,750 calves; 28,202 hogs; 66,896 sheep.			
Not including 1,706 cattle, 1,217 calves, 31,851 hogs and 18,957 sheep bought direct.			

KANSAS CITY.			
	Cattle.	Hogs.	Sheep.
Armour and Co. ....	1,779	916	2,482
Cudahy Pkg. Co. ....	1,674	890	4,027
Morris & Co. ....	1,032	835	2,714
Swift & Co. ....	1,765	827	5,587
Wilson & Co. ....	1,390	740	3,574
Kornblum & Son, .....	684	.....	.....
Independent Pkg. Co. ....	.....	196	.....
Others .....	3,792	1,194	4,153
Total .....	12,136	4,308	25,534

OMAHA.			
	Cattle & Calves.	Hogs.	Sheep.
Armour and Co. ....	3,001	5,640	3,528
Cudahy Pkg. Co. ....	4,900	3,450	8,458
Dold Pkg. Co. ....	649	3,168	.....
Morris & Co. ....	1,623	25	1,674
Swift & Co. ....	3,733	3,134	5,028
Others .....	.....	13,328	.....
Eagle Pkg. Co., 17 cattle; Geo. Hoffman Pkg. Co., 43 cattle; Grt. Omaha Pkg. Co., 50 cattle; Omaha Pkg. Co., 83 cattle; J. Roth & Sons, 38 cattle; So. Omaha Pkg. Co., 64 cattle; Lincoln Pkg. Co., 295 cattle; Sinclair Pkg. Co., 58 cattle; Wilson & Co., 185 cattle.			
Total: 14,529 cattle and calves; 28,743 hogs; 18,628 sheep.			

EAST ST. LOUIS.			
	Cattle.	Hogs.	Sheep.
Armour and Co. ....	1,057	1,107	4,333
Swift & Co. ....	2,271	1,652	4,607
Morris & Co. ....	1,117	1,151	421
Hunter Pkg. Co. ....	622	689	1,502
Hell Pkg. Co. ....	.....	1,499	.....
Krey Pkg. Co. ....	.....	2,100	.....
Laclede Pkg. Co. ....	.....	905	.....
Shippers .....	3,857	3,612	244
Others .....	2,853	256	12,385
Total .....	12,377	8,407	14,740
Not including 1,534 cattle, 2,640 calves, 10,853 hogs and 654 sheep bought direct.			

ST. JOSEPH.			
	Cattle.	Hogs.	Sheep.
Swift & Co. ....	1,803	702	14,988
Armour and Co. ....	2,282	790	7,335
Others .....	625	199	3,644
Total .....	4,710	1,673	25,677

SIOUX CITY.			
	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co. ....	2,390	284	4,016
Armour and Co. ....	2,751	309	3,876
Swift & Co. ....	1,862	200	2,294
Shippers .....	2,956	84	6,105
Others .....	218	20	19
Total .....	10,177	886	16,310

OKLAHOMA CITY.			
	Cattle.	Hogs.	Sheep.
Armour and Co. ....	2,353	981	3,248
Wilson & Co. ....	2,355	988	3,180
Others .....	298	36	238
Total .....	5,006	2,005	6,666
Not including 34 cattle and 436 hogs bought direct.			

WICHITA.			
	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co. ....	1,203	770	1,430
Dold Pkg. Co. ....	413	205	1,031
Wichita D. B. Co. ....	19	.....	.....
Dunn-Osterling .....	80	.....	.....
Fred W. Dold & Sons .....	115	.....	311
Wichita Pkg. Co. ....	137	.....	.....
Winflower Pkg. Co. ....	58	.....	69
Total .....	2,025	975	2,841
Not including 304 hogs bought direct.			

DENVER.			
	Cattle.	Hogs.	Sheep.
Armour and Co. ....	954	289	1,986
Swift & Co. ....	667	283	1,741
Others .....	1,499	377	2,155
Total .....	3,120	949	5,882

## ST. PAUL.

	Cattle.	Hogs.	Sheep.
Armour and Co. ....	3,899	3,301	5,361
Cudahy Pkg. Co. ....	447	1,447	.....
Swift & Co. ....	5,902	5,498	7,464
United Pkg. Co. ....	2,403	262	6,633
Others .....	1,379	1	1,398
Total .....	14,030	10,479	14,223

## MILWAUKEE.

	Cattle.	Hogs.	Sheep.
Plankinton Pkg. Co. ....	2,394	8,101	5,903
U. D. B. Co. ....	51	.....	.....
Omaha Pkg. Co. ....	421	.....	.....
R. Gomez & Co. ....	92	1	.....
Armour and Co., Mil. ....	902	4,010	.....
N. Y. B. D. M. Co. ....	40	.....	.....
Shippers .....	173	25	110
Others .....	873	497	10
Total .....	5,267	12,634	6,113

## INDIANAPOLIS.

	Cattle.	Hogs.	Sheep.
Kingman & Co. ....	1,905	776	6,175
Armour and Co. ....	1,065	127	2,494
Hilgemeyer Bros. ....	5	.....	475
Stumpf Bros. ....	.....	75	.....
Schussler Pkg. Co. ....	42	202	.....
Indiana Prov. Co. ....	138	12	127
Meier Pkg. Co. ....	91	2	144
Art Walnitz .....	16	187	87
Mass Hartman Co. ....	71	8	.....
Shippers .....	1,970	2,129	12,756
Others .....	717	75	170
Total .....	6,020	3,206	22,588

## CINCINNATI.

	Cattle.	Hogs.	Sheep.
S. W. Gall & Son. ....	.....	.....	170
Ideal Pkg. Co. ....	13	.....	.....
E. Kahn's Sons Co. ....	1,327	484	6,030
Kroger G. & B. Co. ....	11	18	.....
J. Lorey Pkg. Co. ....	1	81	.....
H. H. Meyer Pkg. Co. ....	18	3	1,975
A. Sander Pkg. Co. ....	.....	.....	.....
J. Schlachter & Sons ....	117	260	41
J. & F. Schroth Pkg. Co. ....	25	1,842	.....
J. F. Stegner & Co. ....	478	150	19
Shippers .....	282	457	3,462
Others .....	1,101	716	218
Total .....	3,573	2,069	13,784
Not including 282 cattle, 457 calves, 3,462 hogs and 445 sheep bought direct.			

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended March 9, 1935, with comparisons:

## CATTLE.

	Week ended March 9.	Prev. week.	Cor. week.
Chicago .....	32,578	36,731	34,419
Kansas City .....	12,136	14,274	15,070
Omaha .....	14,529	12,709	18,748
East St. Louis .....	12,377	12,064	10,758
St. Joseph .....	4,710	5,197	5,541
Sioux City .....	10,177	9,242	9,789
Oklahoma City .....	5,006	4,196	3,931
Wichita .....	2,025	1,894	1,991
Denver .....	3,120	2,839	3,295
St. Paul .....	14,030	12,503	9,788
Milwaukee .....	5,267	3,940	2,983
Indianapolis .....	6,020	9,092	4,152
Cincinnati .....	3,573	4,206	3,170
Total .....	125,548	125,886	123,650

## HOGS.

	Week ended March 9.	Prev. week.	Cor. week.
Chicago .....	28,202	40,069	66,515
Kansas City .....	9,098	12,426	12,862
Omaha .....	28,743	27,789	38,197
East St. Louis .....	41,749	41,985	64,951
St. Joseph .....	11,114	14,635	18,274
Sioux City .....	16,310	17,359	30,455
Oklahoma City .....	6,666	6,168	4,007
Wichita .....	2,841	3,244	2,787
Denver .....	5,882	6,048	3,096
St. Paul .....	14,223	13,284	27,503
Milwaukee .....	6,113	8,535	6,540
Indianapolis .....	22,588	21,368	24,513
Cincinnati .....	13,784	13,595	14,328
Total .....	207,283	226,545	314,118

## SHEEP.

	Week ended March 9.	Prev. week.	Cor. week.
Chicago .....	68,896	68,437	40,004
Kansas City .....	25,534	22,732	23,817
Omaha .....	18,628	18,500	14,397
East St. Louis .....	9,990	11,310	6,542
St. Joseph .....	25,677	23,961	21,680
Sioux City .....	23,792	20,286	8,576
Oklahoma City .....	2,436	3,228	296
Wichita .....	2,872	3,744	2,400
Denver .....	33,952	55,745	13,328
St. Paul .....	11,568	11,967	7,835
Milwaukee .....	2,171	2,751	795
Indianapolis .....	10,377	10,090	3,626
Cincinnati .....	1,224	1,492	1,583
Total .....	235,115	262,352	144,879

## CHICAGO LIVESTOCK

### RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 4. ....	9,656	2,364	16,968	29,646
Tues., March 5. ....	7,334	2,704	8,470	10,200
Wed., March 6. ....	8,560	1,755	8,372	9,800
Thurs., March 7. ....	5,940	2,535	13,581	11,083
Fri., March 8. ....	3,221	628	10,270	13,454
Sat., March 9. ....	500	200	6,000	1,500
Total this week. ....	35,191	10,186	63,661	75,758
Previous week .....	39,027	8,215	71,610	82,361
Year ago .....	36,378	10,585	89,698	48,804
Two years ago .....	26,061	3,964	93,562	68,815

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 4. ....	2,061	342	3,025	6,380
Tues., March 5. ....	1,880	351	1,556	5,183
Wed., March 6. ....	1,572	258	883	2,816
Thurs., March 7. ....	1,093	320	1,159	2,334
Fri., March 8. ....	453	.....	1,096	2,651
Sat., March 9. ....	200	100	500	500
Total this week. ....	7,059	1,371	8,090	21,478
Previous week .....	7,843	1,538	14,628	10,084
Year ago .....	9,079	443	14,100	14,858
Two years ago .....	6,598	430	8,584	17,024

Total receipts for month and year to March 9, with comparisons:

	March—	Year
	1935.	1934.
Cattle .....	38,446	47,154
Calves .....	11,115	14,128
Hogs .....	80,538	112,514
Sheep .....	97,285	76,538

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamb.
Week ended Mar. 9. ....	\$10.75	\$9.50	\$4.35	\$8.00
Previous week .....	10.55	9.20	4.35	8.00
1934 .....	5.70	4.45	4.50	9.10
1933 .....	5.30	3.85	2.10	5.80
1932 .....	6.45	4.50	3.10	6.90
1931 .....	8.45	7.65	4.00	8.40
1930 .....	12.55	10.55	4.85	10.45
Av. 1930-1934 .....	\$ 7.70	\$ 6.20	\$ 3.70	\$ 8.10

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended March 9. ....	28,262	53,108	59,521
Previous week .....	31,047	57,927	55,968
1934 .....	27,300	73,500	59,599
1933 .....	20,063	84,575	59,582
1932 .....	23,245	86,574	35,345
1931 .....	24,521	87,829	54,254
1930 .....	26,220	83,971	54,990

### HOG RECEIPTS, WEIGHTS AND PRICES.

Receipts, average weights and top and average prices of hogs with comparisons:

	No.	Avg.	—Prices—	
	Rec'd.	Wgt.	Top.	Avg.
Week ended Mar. 9. . . . .	63,700	235	\$ 9.90	\$ 9.90
Previous week . . . . .	71,610	234	9.55	9.20
1934 . . . . .	80,998	227	4.85	4.45
1933 . . . . .	83,562	241	4.40	3.85
1932 . . . . .	115,384	235	5.10	4.90
1931 . . . . .	129,211	239	8.50	7.65
1930 . . . . .	119,660	231	11.40	10.55
Av. 1930-1934 . . . . .	100,500	234	\$ 6.85	\$ 6.20

### CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended March 8, 1935:

Week ended March 8.....	56,046
Previous week .....	66,150
Year ago .....	68,521
1933 .....	92,731

# RECEIPTS AT CENTERS

SATURDAY, MARCH 9, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	800	6,000	1,500
Kansas City	400	800	1,300
Omaha	150	400	1,300
St. Louis	300	1,500	1,300
St. Joseph	100	400	4,500
Sioux City	200	600	1,000
St. Paul	600	700	1,500
Fort Worth	200	800	200
Milwaukee	200	200	7,600
Denver	200	500	300
Louisville	200	500	300
Wichita	300	400	300
Indianapolis	100	2,000	200
Pittsburgh	200	600	100
Cincinnati	200	600	100
Buffalo	100	300	100
Nashville	200	400	100
Oklahoma City	200	300	200

MONDAY, MARCH 11, 1935.

Chicago	12,000	13,000	28,000
Kansas City	11,000	2,500	10,000
Omaha	7,500	4,500	9,000
St. Louis	3,500	12,500	3,000
St. Joseph	1,500	2,800	4,000
Sioux City	4,500	3,000	8,000
St. Paul	4,000	1,700	3,000
Fort Worth	1,600	1,200	500
Milwaukee	1,000	800	300
Denver	2,300	1,400	4,600
Louisville	100	100	400
Wichita	300	500	500
Indianapolis	700	3,000	800
Pittsburgh	800	800	800
Cincinnati	900	2,200	100
Buffalo	1,200	4,200	3,600
Cleveland	1,000	900	2,400
Nashville	200	300	300
Oklahoma City	1,000	1,200	200

TUESDAY, MARCH 12, 1935.

Chicago	7,000	13,000	13,000
Kansas City	3,500	2,000	6,000
Omaha	4,500	6,500	6,000
St. Louis	2,000	6,500	2,500
St. Joseph	1,200	3,000	6,000
Sioux City	3,000	4,500	5,000
St. Paul	2,800	2,500	4,500
Fort Worth	800	500	500
Milwaukee	1,000	1,400	700
Denver	500	700	5,100
Louisville	400	200	400
Wichita	500	900	400
Indianapolis	1,700	5,000	700
Pittsburgh	100	300	500
Cincinnati	400	2,300	200
Buffalo	100	400	100
Cleveland	300	300	1,500
Nashville	200	400	300
Oklahoma City	500	900	200

WEDNESDAY, MARCH 13, 1935.

Chicago	9,000	15,000	10,000
Kansas City	3,500	15,000	6,000
Omaha	4,500	5,500	6,000
St. Louis	2,500	8,500	1,000
St. Joseph	1,300	3,500	5,000
Sioux City	2,500	4,500	5,000
St. Paul	2,700	3,500	4,000
Fort Worth	1,000	1,000	1,000
Milwaukee	900	1,000	100
Denver	800	1,000	4,300
Louisville	100	200	200
Wichita	100	400	400
Indianapolis	1,100	5,800	1,200
Pittsburgh	100	400	400
Cincinnati	500	2,400	200
Buffalo	600	400	700
Cleveland	300	400	1,200
Nashville	200	100	300
Oklahoma City	800	1,500	900

THURSDAY, MARCH 14, 1935.

Chicago	7,000	13,000	10,000
Kansas City	2,000	1,500	5,000
Omaha	3,000	4,000	5,000
St. Louis	2,500	10,000	4,000
St. Joseph	1,000	2,000	5,000
Sioux City	2,500	4,000	4,000
St. Paul	3,000	3,500	3,000
Fort Worth	1,000	800	1,000
Milwaukee	800	900	100
Denver	600	800	3,200
Louisville	100	400	200
Wichita	300	700	600
Indianapolis	1,000	3,000	2,500
Pittsburgh	100	400	500
Cincinnati	600	1,800	300
Buffalo	200	400	100
Cleveland	200	300	1,500
Nashville	200	200	300
Oklahoma City	700	1,600	500

FRIDAY, MARCH 15, 1935.

Chicago	2,500	8,000	10,000
Kansas City	1,000	1,000	1,000
Omaha	1,800	2,500	1,700
St. Louis	800	6,000	300
St. Joseph	800	2,000	2,500
Sioux City	1,500	2,500	3,000
St. Paul	2,100	3,300	1,000
Fort Worth	1,200	2,000	900
Denver	200	1,000	3,200
Louisville	300	800	500
Wichita	500	3,000	500
Indianapolis	100	600	600
Pittsburgh	400	2,700	100
Cincinnati	300	1,300	1,400
Buffalo	300	1,300	1,400
Oklahoma City	1,800	500	800

# LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Mar. 14, 1935:

Hogs (Soft or oily hogs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt. (140-160 lbs.) gd.-ch.	\$8.50@9.05	\$8.15@8.85	\$7.50@8.50	\$8.25@8.90	\$8.25@9.00
Medium	8.00@8.75	8.00@8.65	7.00@8.25	7.85@8.65	7.75@8.75
Lt. wt. (160-180 lbs.) gd.-ch.	8.75@9.20	8.35@9.05	8.25@8.75	8.50@9.15	8.75@9.10
Medium	8.40@9.00	8.40@8.85	7.75@8.60	8.25@9.00	8.50@9.00
(180-200 lbs.) gd.-ch.	9.00@9.30	8.90@9.10	8.60@8.90	8.90@9.20	9.00@9.20
Medium	8.75@9.10	8.85@9.00	8.25@8.75	8.75@9.25	8.65@9.10
Med. wt. (200-220 lbs.) gd.-ch.	9.10@9.35	9.00@9.15	8.75@9.00	9.10@9.25	9.10@9.25
(220-250 lbs.) gd.-ch.	9.15@9.35	8.90@9.15	8.90@9.00	9.10@9.25	9.15@9.25
Hvy. wt. (250-290 lbs.) gd.-ch.	9.15@9.30	9.00@9.15	8.90@9.00	9.10@9.25	9.10@9.20
(290-350 lbs.) gd.-ch.	9.15@9.25	8.90@9.15	8.90@9.00	9.10@9.25	9.10@9.20

## PACKING SOWS:

(275-350 lbs.) good	8.50@8.75	8.15@8.40	8.40@8.50	8.50@8.75	8.50@8.55
(350-425 lbs.) good	8.50@8.70	8.10@8.20	8.40@8.50	8.40@8.65	8.50@8.55
(425-550 lbs.) good	8.50@8.85	8.00@8.20	8.35@8.50	8.25@8.60	8.40@8.50
(275-550 lbs.) medium	7.75@8.50	7.00@8.15	7.60@8.40	7.75@8.50	7.50@8.40

## SLAUGHTER PIGS:

(100-140 lbs.) gd.-ch.	7.25@8.75	6.25@8.25	6.25@7.75	7.00@8.35	7.25@8.50
Medium	6.75@8.50	5.75@8.10	5.50@7.50	5.25@8.00	6.50@8.25
Av. cost & wt. Wed. (pigs ex.)	9.28-251 lbs.	9.14-214 lbs.	8.90-228 lbs.	9.19-224 lbs.	.....

## Slaughter Cattle, Calves and Vealers:

### STEERS:

(550-900 lbs.) choice	12.00@13.50	10.25@12.75	10.00@12.75	10.00@12.75	10.25@13.00
Good	10.25@13.00	9.50@12.25	9.25@12.25	8.75@12.00	9.35@12.25
Medium	8.25@10.50	7.25@10.00	7.50@9.75	7.00@10.00	7.75@10.40
Common	6.00@9.00	6.00@8.00	5.25@8.00	5.50@8.25	5.75@8.75

### STEERS:

(900-1,100 lbs.) choice	13.00@14.00	12.25@13.25	12.25@13.75	12.00@13.40	12.25@13.00
Good	10.50@13.50	10.00@12.75	9.75@12.75	10.00@12.50	10.00@12.75
Medium	9.00@11.25	8.00@10.50	8.00@10.25	8.25@10.75	8.75@10.50
Common	6.50@9.25	6.50@8.25	6.50@8.25	6.00@9.00	6.15@9.00

### STEERS:

(1,100-1,300 lbs.) choice	13.50@14.25	12.75@13.50	12.75@13.75	12.50@13.65	12.75@13.75
Good	11.25@13.75	10.50@13.00	10.25@12.75	10.75@12.75	10.75@13.00
Medium	9.25@11.25	8.25@10.50	8.25@10.50	9.00@11.00	9.00@10.75

### STEERS:

(1,300-1,500 lbs.) choice	13.75@14.25	13.00@13.50	12.75@13.85	12.75@13.05	12.75@13.75
Good	11.25@13.50	10.50@13.00	10.50@12.75	11.00@12.75	10.75@13.00

### HEIFERS:

(550-750 lbs.) choice	10.75@12.00	10.00@11.00	9.50@10.65	9.50@11.00	9.75@11.35
Good	9.50@11.00	9.00@10.00	8.50@9.50	8.50@10.00	8.75@10.50
Com-med.	5.50@9.75	5.50@9.00	4.75@8.50	4.75@8.75	5.00@9.25

### HEIFERS:

(750-900 lbs.) gd.-ch.	9.75@12.50	.....	8.75@11.00	8.75@11.50	9.25@11.75
Com-med.	5.50@9.75	.....	4.75@8.75	4.75@8.75	5.50@9.50

### COWS:

Good	7.50@10.00	6.50@8.00	6.50@8.25	6.50@7.75	7.00@8.00
Com-med.	4.50@7.50	4.75@6.50	4.50@6.50	4.50@6.50	4.65@7.00
Low-cut-cut	3.50@4.75	2.50@4.75	3.50@4.50	2.50@4.50	3.00@4.65

### BULLS: (Yrln. Ex.) (Beef)

Good	5.75@7.75	5.50@6.50	5.25@6.25	5.00@5.75	5.25@6.15
Cut-med.	4.50@6.00	4.00@5.75	3.50@5.25	3.50@5.00	3.50@5.50

### VEALERS:

Gd.-ch.	7.50@9.50	8.25@9.25	7.50@8.50	7.50@9.00	7.00@9.50
Medium	6.00@7.50	7.00@8.25	6.50@7.50	6.00@7.50	5.50@7.00
Cul-com.	4.00@6.00	3.00@7.00	3.50@5.50	3.50@6.00	3.50@5.50

### CALVES:

(250-500 lbs.) gd.-ch.	7.00@11.00	6.50@9.50	6.00@9.50	6.00@9.75	6.75@10.15
Com-med.	4.00@7.00	3.50@6.50	3.50@6.00	3.50@7.00	4.25@7.25

## Slaughter Sheep and Lambs:

### LAMBS:

(90 lbs. down) gd.-ch.*	7.50@8.40	7.75@8.50	7.35@8.00	7.40@7.90	7.75@8.35
Com-med.	6.25@7.60	6.00@7.75	5.50@7.35	5.50@7.40	6.50@8.00
(90-98 lbs.) gd.-ch.*	7.40@8.40	7.60@8.50	.....	.....	7.75@8.35

### YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	7.00@7.35	6.75@7.50	6.00@7.00	6.00@6.75	6.25@7.50
Medium	6.25@7.10	6.00@6.75	5.50@6.00	5.00@6.00	5.50@6.25

### EWES:

(90-120 lbs.) gd.-ch.	4.75@5.85	4.00@5.35	3.75@5.00	4.25@5.25	4.00@5.00
(120-150 lbs.) gd.-ch.	4.25@5.75	3.75@5.25	3.50@5.25	4.00@5.00	3.75@5.00
(All weights) com-med.	3.25@4.90	2.50@4.00	2.50@3.75	2.00@4.25	2.50@4.00

\*Quotations based on ewes and wethers.

# SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended March 9, 1935:

## CATTLE.

	Week ended March 9, 1935.	Prev. week.	Cor. week, 1934.
Chicago	27,200	29,906	26,244
Kansas City	16,444	18,374	19,079
Omaha	14,605	13,864	16,911
East St. Louis	13,375	12,641	15,650
St. Joseph	5,933	5,896	6,850
Sioux City	8,043	7,485	8,894
Wichita	3,000	2,833	2,775
Fort Worth	3,616	3,120	.....
Philadelphia	2,380	2,100	1,598
Indianapolis	1,938	1,953	1,641
New York & Jersey City	6,770	7,108	8,663
Oklahoma City	7,045	5,971	5,549
Cincinnati	3,490	4,165	3,860
Denver	3,923	3,327	3,857
St. Paul	12,651	10,815	8,420
Milwaukee	4,111	3,640	2,660
Total	134,626	133,458	133,231

## HOGS.

## AAA AMENDMENTS

(Continued from page 15.)

retailer and it can reduce the number of sources of supply. It is unthinkable that any individual should receive such a grant of power over business and industry and over the food, clothing, and other staple commodities of 125,000,000 people."

The committee concluded public hearings on the amendments on March 15 and went into executive session for further consideration of the measure.

Others who appeared to add their protests to the bill giving the Secretary of Agriculture power to license all manufacturers, handlers and distributors of farm products included W. F. Jensen, manager American Association of Creamery Butter Manufacturers, and E. T. Springer of Cimarron, N. M., representing the New Mexico Cattle Growers' association.

Mr. Springer objected to the proposal to place a processing tax on cattle and then distribute the proceeds to feed grain producers in other states. He argued that under this plan hogs, cattle, sheep and milk would be taxed and the proceeds used to encourage reduction of feed grains. Asked what form of farm relief the West wanted, Mr. Springer replied:

"We feel that we are out of the woods and want to be left alone."

## DEMANDS PORK EMBARGO

Demand for protection of the American farmer from an ever-increasing flood of imported pork and grains was voiced recently by congressman Dirksen of Illinois. He contended that the processing tax on domestic products was making profitable the importation of agricultural products despite duties. He indicated the President had the right to lay down an embargo and should exercise the power to correct the situation.

"A program which seeks to remedy a condition resulting from an alleged surplus," he said, "by reducing the production of corn, hogs, wheat, and other commodities and paying for that reduction with public funds raised by a tax paid by every man, woman, and child, should be accompanied by a consistent policy to prevent the importation of commodities in direct competition with those we produce."

## KENTUCKY SALES TAX VOIDED

Levying of state taxes, while not restricted in amount, must be limited in method, according to a decision of the United States Supreme Court handed down this week. The court held Kentucky's graduated gross sales tax law "whimsical, arbitrary and unconstitutional."

In a recent ruling on West Virginia's chain store tax law the court laid down the principle that when

power to tax exists, extent of tax is discretionary with the legislators, even though businesses may be taxed out of existence.

The Kentucky law levied a tax on gross sales with the rate increasing from 1/20 of 1 per cent on \$400,000 to 17/20 of 1 per cent on sales over \$1,000,000. Rates were so applied that the tax burden on gross sales of \$1,100,000, for example, would not be 1 per cent, but a composite ascertained by adding total tax for sales falling within various brackets and dividing by dollar value of all sales. On \$400,000 the merchant would pay 1/20 of 1 per cent, on \$1,000,000 he would pay .305 per cent, on \$1,000,000 he would pay .96 per cent.

Michigan's supreme court upheld the constitutionality of the state's graduated tax on chain stores in a recent decision. "The rule of uniformity is not applicable to specific taxes," the court ruled, while conceding that the tax might be attacked as unjust and unsound.

## FEB. FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during Feb., 1935:

	Cattle.	Calves.	Swine.	Sheep & lambs.
Baltimore	8,912	(1)	42,488	(1)
Buffalo	5,777	2,386	31,530	4,324
Chicago	109,588	32,511	308,452	217,291
Cincinnati	12,892	6,345	44,230	8,403
Cleveland	5,429	(1)	25,047	(1)
Denver	7,128	2,742	31,651	(1)
Detroit	6,333	4,925	35,463	8,942
Fort Worth	15,061	11,853	35,094	9,433
Kansas City	37,279	22,272	129,819	78,279
Milwaukee	20,674	42,437	51,456	(1)
National Stock Yards	37,316	24,988	158,484	28,108
New York	24,535	46,271	(1)	170,914
Omaha	47,420	7,080	79,669	87,428
Philadelphia	8,948	7,841	54,082	11,313
Sioux City	25,886	4,963	52,132	83,137
South St. Paul	52,397	46,689	70,053	41,597
All other stations	236,682	125,288	1,249,156	392,704
Total	658,987	389,521	2,408,826	1,136,873
Feb., '35	732,638	437,060	3,433,419	1,150,117
8 mos ended	5,119,526	25,786,258	12,323,941	
Feb., '35	6,336,483	3,411,803	31,341,700	11,519,606
New York, Brooklyn, Jersey City and Newark (2)	33,760	59,084	152,423	209,332
Horses slaughtered in February, 1935			1,027	
Horses slaughtered in February, 1934			881	
8 months ended February, 1935			14,164	
8 months ended February, 1934			30,963	

(1) Included in "All other stations."

(2) The slaughter figures in this group of cities are included in the figures above for "New York" and "All other stations" and are combined here to show total in the Greater New York District. NOTE: The slaughter of all species excepting swine for Feb., 1935, and eight months ending Feb., 1935, include "Governments."

## KINDS OF LIVESTOCK KILLED

Classification of livestock slaughtered in the United States during December:

	Cattle		Hogs		Sheep and lambs			
	Steers.	Cows and heifers.	Bulls and stags.	Barrows.	Sows.	Stags and heifers.	Yearlings.	Sheep.
Dec., 1934	43.20	53.78	3.02	50.75	48.75	.50	96.55	3.45
Av., 1934	47.80	48.67	3.44	46.58	52.70	.63	95.17	4.83

## N. Y. HIDE FUTURE PRICES

Saturday, Mar. 9, 1935—Close: Mar. 8.95 n; June 9.25@9.30; Sept. 9.58@9.63; Dec. 9.90@9.98; Mar. (1936) 10.25 n; sales 19 lots. Closing unchanged to 6 lower.

Monday, Mar. 11, 1935—Close: Mar. 8.87 n; June 9.18 sale; Sept. 9.49@9.50; Dec. 9.80 n; Mar. (1936) 10.10 n; sales 53 lots. Closing 7@15 lower.

Tuesday, Mar. 12, 1935—Close: Mar. 8.64@8.67; June 8.95@8.97; Sept. 9.27@9.30; Dec. 9.61 b; Mar. (1936) 9.90@10.00; sales 110 lots. Closing 19@23 lower.

Wednesday, Mar. 13, 1935—Close: Mar. 8.70 n; June 8.98 b; Sept. 9.28 sale; Dec. 9.64@9.68; Mar. (1936) 9.95 n; sales 85 lots. Closing 1@6 higher.

Thursday, Mar. 14, 1935—Close: Mar. 8.60 b; June 8.95 sale; Sept. 9.24@9.28; Dec. 9.55@9.60; Mar. (1936) 9.85 n; sales 113 lots. Closing 3@10 lower.

Friday, Mar. 15, 1935—Close: Mar. 8.60b; June 8.92@8.97; Sept. 9.24 sale; Dec. 9.44@9.57; Mar. (1936) 9.85n; sales 51 lots. Closing unchanged to 11 lower.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 9, 1935, were 7,052,000 lbs.; previous week, 5,689,000 lbs.; same week last year, 5,895,000 lbs.; from January 1 to March 9 this year, 56,835,000 lbs.; same period a year ago, 49,368,000 lbs.

Shipments of hides from Chicago for the week ended March 9, 1935, were 7,947,000 lbs.; previous week, 8,189,000 lbs.; same week last year, 4,997,000 lbs.; from January 1 to March 9 this year, 75,548,000 lbs.; same period a year ago, 44,791,000 lbs.

## WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports, week ended Mar. 9, 1935:

Week ending	New York.	Boston.	Phila.
Mar. 9, 1935	54,714	6,500	415
Mar. 2, 1935	44,237		537
Feb. 23, 1935	11,127		
Feb. 16, 1935	13,553	2,921	
Total 1935	224,194	9,421	1,471
Mar. 10, 1934	10,982	300	995
Mar. 3, 1934	20,642	145	
	172,456	5,495	4,192

## NEW YORK LIVESTOCK

Receipts of livestock at New York markets for week ended March 9, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,888	8,961	4,392	35,669
Central Union	1,930	1,470	41	10,546
New York	373	3,090	10,637	4,623
Total	7,191	13,550	15,070	50,838
Previous week	5,181	12,061	15,247	45,714
Two weeks ago	5,686	11,597	12,702	40,837





# Hides and Skins

## Weekly Market Review

### Chicago

**PACKER HIDES**—The packer hide market sold off a half-cent at mid-week on branded steers and branded cows, and a full cent on native steers, while heavy native cows moved earlier in fairly good volume at steady price. Total sales for the week so far were about 70,000 hides, including 6,000 sold by the Association.

The decline was in some respects more or less seasonal, since the hides moving ran well to Feb.-March take-off, the poorest quality of the year. However, the market was also affected by the sagging tendencies of all other commodity markets during the entire week, prices on the hide futures market declining 35¢@50 points and resulting in the withdrawal of buyers for Exchange delivery. The market has a rather dull appearance as the week closes.

After the moderate movement last week at steady prices, demand failed to broaden to any extent, and packers accepted business at the decline at mid-week. One packer sold a total of 19,000 native steers at 10c, a full cent down; these are not wanted by specialty tanners at this grubby season; more available at 10c. Association sold 1,000 extreme light native steers at 8c, and 8c bid late this week. Total of 5,400 butt branded steers sold at 10c, and 6,800 Colorados at 9½c, both ½c off.

Texas steers are in very light production and quotable 10c nom. for heavies, 9½c nom. for light, and 7½c for extreme lights.

Heavy native cows were sold by all packers, this being the only description which one packer sold; total of 12,000 sold at 8c, and 4,800 St. Pauls at 8½c; Association also sold 1,000 at 8c. Association also sold 3,000 light native cows at 8c early in week, steady; tanners bidding 7½c for current take-off, and 8c for the 43-lb. up or heavy end. Packers sold total of 14,300 branded cows at 7½c, and Association 1,000 same basis. Heavy native cows and branded cows have been kept fairly well cleaned up.

Native bulls last sold at 7c, and branded bulls 6c.

**SMALL PACKER HIDES**—Market quotable in a strictly nominal way on Chicago small packer all-weights 7½¢@8c for native steers and cows and ½c less for branded; inside prices closer to market for actual business at the moment. Outside small packer lots range 7¢@7½c, selected, for natives.

**FOREIGN WET SALTED HIDES**—Trading light in South American market. Sales of 10,000 LaPlatas reported early at 65% pesos, equal to 10½c some

figure 10½c, c.i.f. New York, or about ½c off. Russia bought 16,000 Uruguay steers equal to 11½c, or about ½c over last sale.

**COUNTRY HIDES**—The country hide market appears to be more or less at a standstill, awaiting some action on packer light cows to clarify prices for country descriptions. Dealers will pay 5c, selected, delivered, for trimmed all-weights around 47-lb. average, but 5½¢@5½c is usually asked. Heavy steers and cows very slow and quoted 5¢@5½c, nom. Buff weights quoted 5½¢@5½c, nom. Top obtainable on trimmed extremes appears to be 6½c, selected, although ¼¢@½c more asked in some instances. Bulls and glues around 3½c, delivered. All-weight branded about 4½c, flat, less Chicago freight.

**CALFSKINS**—Fairly good demand early this week for packer heavy calfskins and slightly better prices realized on certain points. One packer sold 12,000 Feb. northern point heavy calf, 9½/15-lb., at 15½c; another packer moved 5,000 Jan.-Feb. St. Paul heavies at 15½c. A third packer sold 16,000 Jan.-Feb. heavies, Detroit, Cleveland and Evansville skins, at 16c, a premium for these points. Lights, under 9½-lb., last sold at 13c, and some available at this price. Association sold a car Chicago small packer calf late last week heavies at 14c and lights 12c.

Chicago city calfskins a bit easier. The 8/10-lb. sold early at 10½c but offerings now made at 10c; bidding 12c for the 10/15, with possibility that some moved this basis quietly, as against 12½c paid last week. Outside cities, 8/15-lb., quoted 11¢@11¼c; mixed cities and countries 8½¢@9c; straight countries 7¢@7½c. Bid of 80c mid-week for Chicago city light calf and deacons, with 85c last paid.

**KIPSKINS**—Market appears slow on the Feb.-Mar. kipskins. Packers last sold Jan. northern natives at 10½c, and Dec.-Jan. over-weights at 9½c; these prices asked.

Chicago city kipskins quoted 9¢@9½c, nom., with top last paid. Outside cities around 9c; mixed cities and countries 7½¢@8c; straight countries 6½¢@6¾c.

**HORSE HIDES**—Market fairly steady, with good city renderers quoted \$3.10@3.25; mixed city and country lots slow around \$2.75@2.85.

**SHEEPSKINS**—Dry pelts quoted around 10¢@11c, Chicago, for full wools, with slightly better prices quoted in the East. Shearling production is expected to pick up shortly but is still too light to definitely establish prices; quotations in a nominal way are generally around 70c for No. 1's, 60c for No. 2's, and 40¢@45c for No. 3's; several inquiries for

No. 1's and these could be sold alone at possibly 10c better. Small packer shearlings quotable half-price. Pickled skins continue fairly firm, with only the better skins moving at present, and \$3.62½ per doz. again paid at Chicago; stocks light and some houses sold into March. Big packer lamb pelts quoted \$1.80 per cwt. for the better quality now available, or \$1.50@1.60 each. Outside small packer pelts quoted \$1.10@1.35 each, according to quality, with small ones out.

### New York

**PACKER HIDES**—Market active on branded steers mid-week at ½c decline, in line with western prices. Two packers sold Feb. and Mar. butt branded steers at 10c and Colorados at 9½c; a third packer sold same basis for Feb. and first half March branded steers, total around 20,000 hides. Later, fourth packer sold 2,000 Jan.-Feb. butt brands at 10½c, partly in the way of a premium for earlier dating hides. However a bid of 10½c was reported later for native steers, or ½c over Chicago market, these running well to heavies at New York.

**CALFSKINS**—Collectors' calf appears steady to a bit easier; the 5-7's quoted around \$1.10; car 7-9's sold at \$1.30, or 5c off; 9-12's last sold at \$2.15. Packer calf, however, sold steady for the heavier weights; several cars moved at \$1.50 for 7-9's and \$2.30 for 9-12's, with last sale of 5-7's at \$1.25.

### CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 15, 1935:

PACKER HIDES.		Cor. week, 1934.
Week ended Mar. 15.	Prev. week.	
Spr. nat. str. .... 10½¢@11¢	11½¢@12¢	9½¢@10¢
Hvy. nat. str. .... 10¢	11¢	9¢@9½¢
Hvy. Tex. str. .... 10¢	10½¢	9¢@9½¢
Hvy. butt brand str. .... 10¢	10½¢	9¢@9½¢
Hvy. Col. str. .... 9½¢	10¢	9¢@9½¢
Ex-light Tex. str. .... 7½¢	8¢	8¢@8½¢
Brnd'd cows. .... 7½¢	8¢	8¢@8½¢
Hvy. nat. cows .... 8¢	8½¢	8¢@8½¢
Lt. nat. cows. 7½¢@8¢	8¢@8½¢	8¢@8½¢
Nat. bulls .... 7¢	7½¢	6½¢@7¢
Brnd'd bulls. .... 6¢	6½¢	5½¢@6¢
Calfskins .... 13¢	13¢	12½¢@13¢
Kips, nat. .... 10½¢	10½¢	10¢@10½¢
Kips, ov-wt. .... 9½¢	9½¢	9¢@9½¢
Kips, brnd'd. 7½¢@8¢	7½¢@8¢	7¢@7½¢
Slunks, reg. .... 40¢	40¢	40¢@40¢
Slunks, hrls. .... 40¢	40¢	40¢@40¢

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND CHICAGO SMALL PACKERS.

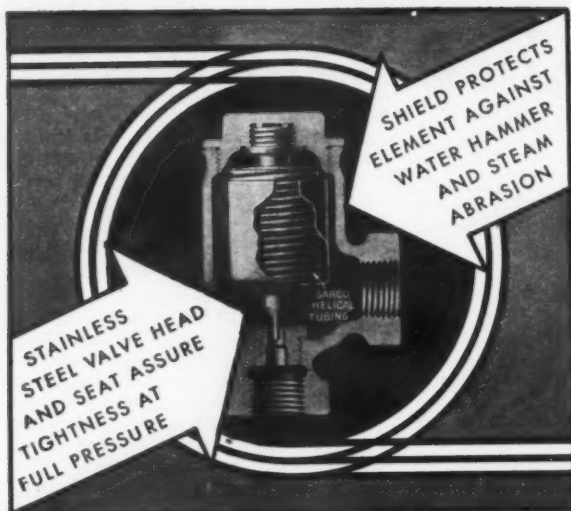
Nat. all-wts. 7½¢@8¢	8¢@8½¢	8¢@8½¢
Branded .... 7¢@7½¢	7½¢@7½¢	7½¢@7½¢
Nat. bulls .... 6½¢@7¢	7¢	6½¢@7¢
Brnd'd bulls. .... 6¢	6½¢	5½¢@6¢
Calfskins .... 10¢@12¢	10½¢@12½¢	11½¢@12½¢
Kips .... 9¢@9½¢	9½¢	9¢@9½¢
Slunks, reg. .... 40¢@50¢	40¢@50¢	50¢@60¢
Slunks, hrls. .... 30¢@30¢	20¢@30¢	30¢@35¢

### COUNTRY HIDES.

Hvy. steers .... 5¢@5½¢	5½¢@5½¢	6½¢@6½¢
Hvy. cows .... 5¢@5½¢	5½¢@5½¢	6½¢@6½¢
Bufs. .... 5½¢@5½¢	6¢@6½¢	7¢@7½¢
Extremes .... 6½¢@6½¢	6½¢@7¢	8¢@9¢
Bulls .... 3½¢@3½¢	3½¢@3½¢	4¢@4½¢
Calfskins .... 7¢@7½¢	7¢@7½¢	8½¢@9¢
Kips .... 6½¢@6½¢	6½¢@6½¢	8¢@8½¢
Light calf .... 30¢@30¢	30¢@50¢	50¢@60¢
Deacons .... 30¢@50¢	30¢@50¢	50¢@60¢
Slunks, reg. .... 20¢@35¢	20¢@35¢	20¢@20¢
Slunks, hrls. .... 5¢@10¢	5¢@10¢	10¢@10¢
Horsehides .... 2.75¢@3.25	2.75¢@3.25	2.85¢@3.40

### SHEEPSKINS.

Pkr. lambs .... 1.50¢@1.60	1.30¢@1.40	2.35¢@2.45
Sml. pkr. .... 1.10¢@1.35	95¢@1.10	1.90¢@2.20
Pkr. shearings .... 70¢@75¢	70¢@80¢	85¢@90¢
Dry pelts .... 10¢@11¢	9½¢@10¢	17¢@18¢



## Try to Match these Sarco Features

The patented shield in Sarco Steam Traps protects element against water hammer and steam abrasion, as steam at high velocity cannot hit a point opposite the trap inlet.

Spherical stainless steel valve heads and seats, coupled with quick opening and closing, reduce wire drawings to an absolute minimum.

Patented lateral-moving valve head is self-centering and seats in any position. The valve head can rock or rotate on the seat, so that a perfectly tight trap is assured at the highest pressures.

## SARCO THERMOSTATIC STEAM TRAP

is wide open as long as it is cool, consequently it positively vents all air and water and cannot freeze.

The double length bellows reduces stress, and our special annealing process makes the tubing of uniform strength, assuring long life.

Sarco Traps are inexpensive, easy to install and require no attention.

Write or mail the coupon and we will send one free to screw into the pipe line at the hardest place to trap in your plant. Keep it for a month and then decide from its performance whether you want to pay for it or send it back.

## SARCO CO., Inc.

183 Madison Ave., New York, N. Y.

Branches in Principal Cities

SARCO CANADA LIMITED

Federal Building, Toronto, Ontario, Canada



SARCO CO., Inc., 183 Madison Ave., New York City

☐ Send your Catalog BE-95.

☐ Send a Sarco Steam Trap on 30 days' free trial.

Size.....for pressure..... lbs.

Name.....

Address.....

City.....State.....

## IT HAS WHAT IT TAKES

*to make good sausage!*



The Man Who Knows

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compounds.

Naturally, GOOD spices are the important part of any good seasoning. But MAYER Seasonings give you that *extra* something that makes it the BEST of seasonings. It has greater seasoning strength—it goes farther. It is ground better, blended better, prepared more carefully. It makes better sausage—because it is better!

And judged on the basis of seasoning cost per pound of sausage, it costs no more than your present inferior seasoning.

*Write for samples!*

## H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave.  
Chicago, Ill.



Canadian Office  
Windsor, Ont.



## HISTORIC

President Grant's strolls "up the Avenue" to the Old Willard are memorable. . . . Leaders of today's affairs find themselves again at the center of National events at the modern Willard—modern in appointments—old in tradition.

Single Rooms with Bath \$4 up  
Double Rooms with Bath \$6 up

## The WILLARD HOTEL

"Residence of Presidents"

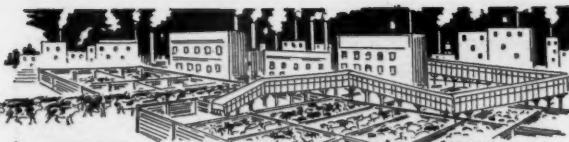
WASHINGTON, D. C.

H. P. Somerville, Managing Director

Up and down the



# MEAT TRAIL



## MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Mar. 19, 1910.)

**EDITOR'S NOTE.**—Readers of this "25-years-ago" column may have noted a startling similarity between events of 1910 and this year of grace 1935.

A cost-of-living inquiry was being conducted by a committee of the United States Senate, with meat packers as chief targets. Witnesses included president Charles Rohe, past presidents Michael Ryan and James S. Agar and secretary George L. McCarthy of the American Meat Packers' Association.

L. B. Patterson, vice president of the National Packing Co., was indicted by a federal grand jury in New Jersey, with other packers, for alleged violation of the anti-trust laws.

Hog prices reached a 11-cent top at Chicago during the week. Several packers stopped killing entirely, and slaughtering operations were at the lowest point in 25 years.

Trade agreement with Germany did not help pork exports. Ten-cent hogs in Chicago left no margin at German market prices.

Exports of bacon in February, 1910, were 8½ million pounds less than the year before, and hams and lard each 6 million pounds less.

E. H. Stanton & Co. began erection of their new packing plant at Spokane, Wash. (Now an Armour plant.)

The General Electric Co. was advertising its steam turbine generators as money-savers for the meat packer.

Packer hides were selling at 14½¢ for native steers, 13½¢ for native cows. Calfskins brought 15 to 16¢.

A social fellowship club was organized by S. & S. employees at Chicago, with L. S. Peterson, president; Geo. D. Hopkins, treasurer; M. Rosenbach, chairman membership committee.

## CHICAGO NEWS OF TODAY

J. J. Dupps, jr., vice president, Cincinnati Butchers' Supply Corp., was a visitor to Chicago last week.

R. D. MacManus, director of publicity, Armour and Company, was recently made vice president of the newly formed Public Relations Clinic.

Harley D. Peet, president, Peet Packing Co., Chesaning, Mich., was in Chicago this week en route home with Mrs. Peet from a month's vacation in Florida.

Chicago office of the Daniels Mfg. Co., Rhinelander, Wis., has been moved from 228 N. La Salle st. to 1514 Tribune Tower. A. F. Kenaston is in charge.

H. D. Tefft, director of the department of packinghouse practice and research, Institute of American Meat Packers, is spending the week in Washington, D. C.

Louis Hablas, for many years an employee of Armour and Company, expects to visit Chicago as soon as he terminates his present visit in St. Paul. He is located at Fargo, N. Dak.

Dr. Jacques C. Maguite, world authority on sheep casings, and himself a native of Mongolia, one of the world's greatest reservoirs of sheep casings, was a visitor to Chicago this week.

Out-of-town packers in Chicago this week included Frank A. Kohrs, president, Kohrs Packing Co., Davenport, Ia., and F. J. Duffield, vice president, Jacob E. Decker & Sons, Mason City, Ia.

Fred M. Tobin, president of the

Rochester Packing Co., Rochester, N. Y., and the Tobin Packing Co., Fort Dodge, Ia., stopped in Chicago this week on one of his commuting trips via air between his two plants.

W. R. Sinclair, vice president and treasurer, Kingan & Co., Indianapolis, Ind., and Frank A. Hunter, president, Hunter Packing Co., East St. Louis, Ill., attended a committee meeting at the Institute of American Meat Packers on March 15.

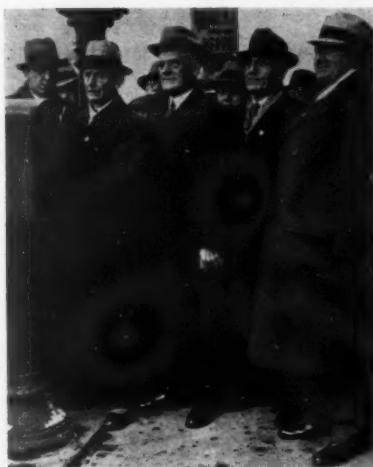
Fuhrman & Forster Co., Chicago packers, have re-elected the following officers: Herbert O. Krueger, president and treasurer; Arthur Forster, vice president; George Forster, sr., consulting vice president; Dena M. Fuhrman, secretary. Mr. Krueger is a son-in-law of the late John L. Fuhrman. The company was organized in 1897 by Andrew Fuhrman, John Fuhrman and George Forster, sr.

G. F. Swift, president of Swift and Company, recently awarded the \$1,000 prize offered by his company for the winning symphony composition in a competition of young American composers to Normand Lockwood of Oberlin, O. Mr. Lockwood's symphony, "A Year's Chronicle," will be played in the near future by the Chicago Symphony Orchestra.

I. Barnard, sales manager, Transparent Package Co., Chicago, manufacturers of "Tee-Pak" casings, has just returned from an extended trip to New York and other Eastern territory. He reports a remarkably rapid growth in the business enjoyed by his company. On March 1, he states, the "Tee-Pak" factory went into greatly enlarged production, and that the company's manufacturing facilities are now adequate to meet all demands.

Membership of the board of directors of Oscar Mayer & Co. was reduced from 9 to 6 at the annual meeting of stockholders on March 11. At a later meeting the new board elected J. E. Walsh as secretary of the company and William E. Johnson as treasurer. Former holder of both offices was O. L. Boyd, who retired as officer and director. Members of the board are Oscar F. Mayer, O. G. Mayer, Carl Mayer, A. C. Bolz, Robert I. Johnson and George L. Schein.

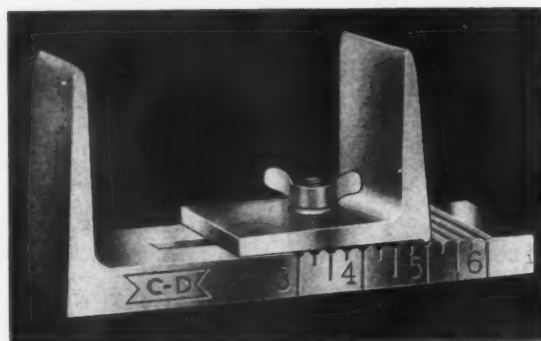
Traffic officials of various packing companies were in New York this week to meet with railroad and steamship executives and discuss summer rates for packinghouse exports. R. H. Latto, assistant traffic manager, Armour and



## PACKERS PROMOTE SAFETY.

One of the activities of the "Keep Chicago Safe" Committee is the installation of "stop and go" lights at dangerous street crossings. Dedication of safety lights at 41st st. and Ashland ave. was participated in by the following (left to right): George W. Fleming, secretary, "Keep Chicago Safe" committee; Thos. E. Wilson, chairman of the board, Wilson & Co.; John Holmes, vice-president, Swift and Company; W. H. Sapp, general manager, Armour and Company. Last year six were killed and ninety-nine injured at this crossing.





## SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from three to six inch lengths. No breakage of casing—increases linking time one third—easily adjusted—sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address—

**SPECIALTY MFRS. SALES CO.**

2021 Grace St. Chas. W. Dieckmann Chicago, Ill.

**PEACOCK BRAND**  
PACKINGHOUSE SPECIALTIES

**QUALITY**  
IS ALWAYS  
IN STYLE  
WHEN  
YOUR  
SAUSAGE  
AND OTHER  
PROCESSED MEATS  
ARE PREPARED  
WITH  
PEACOCK BRAND  
PRODUCTS

**Wm J. Stange Co.**  
CHICAGO

**Better Lard Tubs  
and Woodenware  
By Merrill**

**WRITE  
FOR  
PRICES**

**Merrill  
Woodenware  
Co.**  
Merrill Wisc.

**S · B · M**  
**SAUSAGE & LOAF  
BINDER FLOUR**  
No Starch, No Cereal  
*Write for folder  
and free sample!*

Gives yields of 113% to 144%—with better binding qualities, superior flavor. High protein content insures high quality sausage products. With frozen meats, S.B.M. stops water pockets, eliminates gummy product. Brings out natural meat flavor, with increased food value. Economical to use—try it!

**SCHWENGER-KLEIN, INC.**  
Manufacturers, Importers and Jobbers of Sausage Machinery, Sausage Casings and Supplies  
720 BOLIVAR RD. CLEVELAND, OHIO  
Branch: 218 E. Maryland St., Indianapolis, Ind.

**The New KUTMIXER**

For better  
profit in cut-  
ting and mix-  
ing investigate  
this new . . .  
**KUTMIXER.**

**THE HOTTMANN MACHINE COMPANY**  
3325 ALLEN ST. PHILADELPHIA, PA.

**STAINLESS  
STEEL FOR  
ECONOMY**

! *Write  
for  
Sample*

Stainless Steel UNITED Molds last many years—no retinning, repairing. Non-corrosive, easy to clean. Make sausage look better, sell better. Last many years!

**UNITED STEEL & WIRE CO.** Battle Creek, Mich.  
Kansas City, Mo.

Company, Chicago; G. D. Chase, traffic department, Swift and Company, Chicago; J. W. Robb, manager of transportation, Cudahy Packing Co., Chicago; M. A. O'Connor, traffic department, Wilson & Co., Chicago; C. H. Keehn, vice president, Kingan & Co., Indianapolis, Ind., and Howard C. Greer, director of the department of marketing, Institute of American Meat Packers, were among those who made the trip East.

Purchasers of livestock at Chicago by principal packers for the first four days of this week totaled 25,733 cattle, 6,242 calves, 26,472 hogs and 31,053 sheep.

Provision shipments from Chicago for the week ended March 9, 1935, with comparisons, were reported as follows:

	Week Mar. 9	Previous week	Same week '34
Cured meats, lbs.	19,219,000	19,809,000	20,463,000
Fresh meats, lbs.	41,178,000	42,923,000	44,675,000
Lard, lbs.	3,292,000	3,870,000	3,726,000

Announcement is made of the acquisition of the plant of the Layton Packing Co., Milwaukee, Wis., by Swift & Company. Established more than 50 years ago, the company for a long time confined its activities largely to the export trade.

The plant of Brown Bros. & Co., Indianapolis, Ind., local pork and beef packers, has been acquired by Armour and Company and operations will be combined with the Armour plant in that city.

Young Henry Levi celebrated his seventieth birthday on March 15 at a dinner at the Fairfax Hotel, Chicago, with many friends. In 1892 Henry and his brother David founded the meat packing firm of David Levi & Co. David withdrew from the company in 1915, but Henry has continued in active leadership down to the present. At first the firm rented space, but in 1920 they built a modern plant at 3900 Emerald ave., of which Henry is very proud. Today Henry gets to work at 7:30 a. m. and is often in his office until 8 p. m. When he was younger, though, he used to put in "a real day's work." Outside of business—and he keeps in touch with every detail—his chief interest is a game of poker or pinocle once a week. "My only vice,"



YOUNG AT SEVENTY.

Day after day, for 47 years, young Henry Levi, president of David Levi and Co., Chicago packers, has been on the job. Though a record to be proud of, he has no intention of letting it stop there.

says he. He used to like to associate with older men, because of what he could learn from them, and he counted among his friends the founders of most of the large packing companies. He finds that a little hard to do now, but thinks it may be association with younger men that keeps him so young himself.

#### NEW YORK NEWS NOTES

President J. S. McLean, Canada Packers, Ltd., with headquarters at Toronto, accompanied by Mrs. McLean and their daughter, Aimee, were visitors to New York for several days prior to Miss McLean's sailing on the s. s. Aquitania on March 9. While here Mr. McLean spent some time with Harry S. Thompson, vice president and general manager, Duane Produce Co., New York representatives for Canada Packers, Ltd.

C. R. Harriman, credit manager, Wilson & Co., New York, spent a few days

last week in Chicago attending meetings of district credit managers.

Visitors to New York during the past week included president Edward F. Wilson and vice president W. J. Cawley, Wilson & Co., Chicago; C. H. Smith, branch house sales, and W. B. Henderson, produce department, Swift & Company, Chicago; A. A. Dacey, manager beef department, E. J. Cashman, sales manager packing division, and Ralph Keller, sales manager Flavor-Sealed division, Geo. A. Hormel & Co., Austin, Minn.; H. J. Koenig, product development department, F. L. Faulkner, automotive department, F. W. Specht, promotional sales, and V. T. Johnson, produce department, Armour & Company, Chicago.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended March 9, 1935, were as follows: Meat—Brooklyn, 2 lbs.; Manhattan, 3,039 lbs.; Bronx, 10 lbs.; Queens, 51 lbs.; Richmond, 62 lbs.; total, 3,164 lbs. Fish—Queens, 350 lbs. Poultry—Manhattan, 48 lbs.

#### COUNTRYWIDE NEWS NOTES

E. H. Phillips, provision department, Swift & Co., So. St. Paul, Minn., was elected president of the Minnesota Egg, Butter and Poultry association at its recent annual meeting in Minneapolis.

B. S. Pearsall, former head of the Pearsall Butter Co., Elgin, Ill., past president of the Institute of Margarine Manufacturers, and long a leader in the field, died recently at his home at Elgin after a week's illness. He was an outspoken critic of the NRA, and once threatened to close his business rather than submit to NRA rulings.

E. M. Margolin, manager, Margolin Packing Company, Danville, Ill., is confined to his home recovering from an operation. He is the son of A. L. Margolin, proprietor of the company.

C. A. Dunseth, well-known packing-house operating executive, is now superintendent of the Fink plant of Hygrade Food Products Corp., Newark, N. J. Cy Russell has been made beef manager at this plant.

### SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS

30 No. LaSALLE ST.

CHICAGO, ILLINOIS.

SERVING  
THE MEAT PACKING INDUSTRY

### H. P. HENSCHEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS

RECONDITIONING FOR GOVT. INSPECTION

59 E. Van Buren St., Chicago, Ill.

### F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

PROVISION  
BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange



## For the Retail Meat Dealer



### Easter Dinner Must Have Meat What Kind Shall It Be?



**CUSHION STYLE LAMB SHOULDER EASY TO CARVE.**

It has many added advantages. For one, it is "good to the last slice," since the roast is boned. Also, there are about a fourth more servings to be had from a stuffed shoulder of lamb than from one that has not been boned.

**D**URING Lent the meat dealer should be alert for merchandising ideas that will aid him in placing meat on the Easter dinner table of every one of his customers, and in seeing that it remains there as the central dish during the weeks that follow Easter.

Today, with competition as keen as it is, the meat dealer must do more than hand over the counter the meat which his customer asks for. He must be ready with suggestions in case she asks for them. Appetites are "finicky" and housewives have grown tired of trying to think of menus that will please the family.

Ham is of course the national Easter dish. Every meat dealer probably will sell more ham than anything else. But he may have a few customers who, for various reasons, will not want ham for their Easter dinner. The price may not suit their pocketbook. The family may be small and a whole ham would mean several servings. They may want to try something else for a change.

In this case, what is he going to do? Sit back with a defeatist's attitude, shrug his shoulders and wash his hands of the whole affair, thus losing a sale and perhaps a permanent customer? Because she is certainly going to buy her meat somewhere.

#### Be Prepared With Suggestions

He is not going to take this attitude if he hopes to remain long in business, because today there is no place in business for such tactics. If he is alert to his opportunity he will be ready with a number of other suggestions. He may even have a few attractive meat cuts, ready for the oven, to show

the customer so she will know exactly how the meat should look when it is prepared.

A roast, such as the stuffed shoulder of lamb pictured here, is sure to please the entire family, particularly the head of the household who does the carving. The bones are removed from the shoulder and in their place a savory stuffing is inserted. The whole roast can be sliced easily and neatly, since it has no bones to make carving difficult. It makes an attractive dish also, for when the shoulder is cooked with a dressing it puffs up and looks like a cushion.

#### Lamb and Pork Shoulders

Not only is the roast easily carved and attractive, but it is also economical, and is sure to fit the pocketbook of the customer who feels she cannot afford ham.

Also the number of servings is increased by use of a dressing. And since the roast is boned, even the very last slice makes an attractive serving. Many people are fond of dressing, but never seem to think of it except with chicken or turkey, which gives this stuffed shoulder another advantage. Any bread stuffing may be used with lamb. However, a sausage stuffing is extremely appetizing.

A rolled picnic shoulder, also shown on this page, is another cut which is appetizing and attractive and at the same time, economical.

Whatever meat is sold, other dishes to serve with it should be suggested. With lamb, new peas, new potatoes and mint sauce; with the pork, cinnamon apples and candied yams. The housewife appreciates this thoughtfulness. It sells your meat and keeps your customer. That, after all, is the reason you are in business.



**ROLLED PICNIC SHOULDER MAKES ATTRACTIVE DISH.**

Served with cinnamon apples and candied yams or sweet potatoes, this makes a dish fit for a king to say nothing of the average American family. If the family is small, the part that is left is delicious when sliced cold for supper.



## DEALERS GO TO SCHOOL

Short courses for retail meat dealers held recently at the Iowa State and Kansas State colleges brought together representative men of the trade from every section of these states. They came to get the latest ideas on profitable meat merchandising, to learn more about meat cookery, food value of meat, etc. These courses represented the co-operation of the colleges, the National Live Stock and Meat Board and retailers.

At the Iowa short course J. H. Noble of Armour and Company's research department discussed prospects in meat supplies for 1935, and prophesied increase in cattle feeding in the fall of 1935 and increased hog production in 1936. Dr. H. V. Gaskill of the college faculty told retailers that their real job

faculty suggested that retailers keep abreast of the newer knowledge of meat cookery. "Keep your scales in full view of customers," was one of her suggestions and another was "Don't try to display too much in your windows; limit the display." Illustrating her talk by a demonstration of the "shortometer," Miss Eva M. McMillan of the college home economics department discussed the merits of lard.

Max O. Cullen, head of the National Live Stock and Meat Board's meat merchandising department, was on the program of both short courses, illustrating various ways of making slow-moving cuts saleable and attractive, demonstrating popular displays and presenting unusual cuts of meat for special occasions. Especial interest was shown in his discussion of running cutting tests and



**PUTS DOLLAR VALUE INTO MEAT TALKS.**

How to make slow-moving cuts salable, ideas on window displays and how to figure cutting tests were points brought out by Max O. Cullen of the National Livestock and Meat Board at schools for meat dealers in Iowa and Kansas.

was to meet the needs and desires of customers, suggesting that they feature the less-demanded cuts of meat to a greater extent and advise homemakers on cooking of various cuts. Miss Belle Lowe of the college foods and nutrition division was in charge of cooking tests. Miss Inez S. Willson, head of the home economics department of the National Live Stock and Meat Board, described the board's schools of meat cookery, nutrition program and other activities among homemakers and consumers. A practical demonstration by Prof. Fred J. Beard of the college animal husbandry staff compared cutting yields of steer and heifer carcasses.

Retail meat dealers from 32 Kansas cities attended the Kansas short course. Dr. C. W. McCampbell, head of the Kansas State animal husbandry department, stressed the necessity for meat advertising and asserted that meat is economical in price, considering the fact that it is a highly concentrated food. Mrs. Bessie Brooks West of the college

taking the guess-work out of meat pricing. His talks on the latter phases were supplemented by talks and demonstrations presented by A. T. Edinger of the U. S. Bureau of Agricultural Economics.

Meat merchandising demonstrations conducted by specialists of the National Live Stock and Meat Board in 25 cities during the month of February were attended by 70,718 persons, including retailers, homemakers, dietitians, students and other groups. A campaign at Jersey City, N. J., where lectures and demonstrations were given by Paul A. Goesser, showed the largest attendance for the month, with 12,300 recorded. Next in point of attendance was Memphis, Tenn., where R. O. Roth appeared before audiences aggregating 11,460 persons. States in which the February merchandising meetings were conducted, included Pennsylvania, New Jersey, New York, West Virginia, Illinois, Minnesota, Iowa, Kansas, Arkansas, Tennessee, Georgia and Florida.

## MEAT CODE BUDGET

The code authority for the retail meat trade has made application to the National Industrial Recovery Board for approval of its budget, and of the basis of contribution by members of the trade for the expense of administering the code from January 1, 1935, to June 16, 1935. The total amount of the budget for the period is \$471,600.

The basis of contribution for the period, subject to any executive or administrative order, is \$5.50 for each establishment and \$2.75 for each person working in such establishment in excess of one such working person, whether owner, partner, officer of corporation or other person. The contribution is to be due and payable in advance.

## DETROIT'S SILVER JUBILEE

The twenty-fifth birthday of the Detroit Retail Meat Dealers Association was celebrated recently by members at a silver jubilee banquet and dance. Master of ceremonies was M. James Hagar, past president and charter member Emil Schwartz presented John J. Socha, association president, with a watch and was in turn recipient of a watch charm and chain from the group of which he has been seven times president. Presentations were made to all living past presidents and charter members.

## NEWS OF THE RETAILERS

The Patrie Grocery on West Main st., Shelby, O., announces the opening of a new meat department. Ed Coover will be in charge.

The Samuel S. Kaplan Meat & Grocery Co., 14828 East Jefferson ave., Detroit, Mich., has changed its name to Samuel S. Kaplan, Inc.

The Food Shops, Inc., has been chartered in Ironwood, Mich., with a capital of \$5,000, to handle meats and provisions.

The Twenty Sixth Street Market has been opened at 3308 26th st., San Francisco, Cal.

Verl Miller has opened a second meat market in Albany, Ore., at 325 South Main st., with Harold Williamson in charge.

The Seaboard Meat Co., Security Market, 3rd ave. and Virginia st., Seattle, Wash., has been sold by J. E. Meaker to R. D. McIntosh and W. L. Brennehan.

Fred Hunt Quality Meats is the style under which Lula V. Hunt has engaged in business at 1816 N. E. Alberta ave., Portland, Ore.

August Blenz has sold his meat business at N. 114 Washington st., Spokane, Wash., to George N. Marks.

B. A. Fuller has sold his meat busi-

ness at The Dalles, Ore., to M. R. Matthew.

Metz Hubbard has opened a stock of meats in the post office building, in Monmouth, Ore.

### AMONG NEW YORK RETAILERS

Ye Olde New York Branch, New York State Association of Retail Meat Dealers, will hold an open meeting on March 19, at which David Van Gelder will talk on meat pricing.

Meeting of Eastern District Branch at Schwaben Hall on March 12 discussed the Code situation and elected officers as follows: Joseph Wagner, president; Joseph Behrmann, first vice president; Simon Levy, second vice president; Theodore C. Meyer, treasurer; Andrew P. Hickmann, financial secretary; William Havighorst, recording secretary; Frederick C. Riester, executive secretary; directors to state association: Joseph Wagner, Chris Stein and Theodore C. Meyer. Arrangements have been made for installation of officers on Tuesday, March 26 by state president Anton Hehn. It was decided to have a ladies' night on April 23.

Another milestone was passed on March 10 when Bronx Branch held its 35th annual cabaret and ball in Ebling's Casino. A novelty attraction was the toe and acrobatic dancing of little Frances Fiederlein, daughter of secretary Frank Fiederlein. Representatives of practically all metropolitan branches were present, as well as wholesalers, packers and affiliated industries. The arrangement committee included Walter Bantz, chairman; F. Fiederlein, H. Gutersloth, Fred Hirsch and Frank Ruggerio.

A testimonial dinner and reception will be tendered past president Anton Hehn by Brooklyn Branch in the St. George hotel on March 24. The dinner is in appreciation of seven years' service as president. Committee in charge is John Harrison, chairman; John Hildeman, Philip Finkelstein, A. Rosen, J. Stern and Leonard Sussel.

### REFUSE TO PAY HOG TAX

Trustees of A. Fink & Sons, Newark, N. J., pork packers, have asked the federal courts to enjoin the Internal Revenue department from collecting \$612,483 in hog processing taxes due when the company went into trusteeship. The petition declares the tax is unconstitutional because it takes property from one group and gives it to another. Hygrade Food Products Corp. took over the property and business last November at trustees' sale, and claims it is not liable for the tax.

Watch the "For Sale" page for bargains.

### FINANCIAL NOTES

Canada Packers, Ltd., will pay dividends amounting to \$255,586 on April 1 to shareholders of record March 15, which includes not only the regular rate of \$1.75 quarterly on the preferred stock, but a rate of 75c on the common. For the first nine months of the current year the company reported surplus earnings equivalent to \$3.40 a share on the 200,000 outstanding common shares. On a yearly basis at this rate earnings would be equivalent to \$4.53 a share, which adequately covers the present dividend declaration.

Rath Packing Co., Waterloo, Ia., has declared the regular quarterly dividend of 50 cents a share on the common stock, payable April 1 to stockholders of record March 20.

Net income of \$2,540,169 was earned by the Chicago Junction Railways and Union Stockyards Co. in 1934, against \$2,398,192 in 1933, according to the company's annual report. Gross earnings in 1934 were \$5,560,460 and \$5,489,829 in 1933. Total assets were \$30,750,831 on December 31, 1934, compared with \$30,725,844 a year previously. Surplus was \$3,104,678, against \$3,105,594 a year ago.

First National Bank of Chicago has been appointed trustee for the proposed new issue of \$43,000,000 Swift & Company 15-year 3% per cent first mortgage bonds.

Annual stockholders' meeting of Compania Swift Internacional will be held March 29 in Buenos Aires.

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, Mar. 13, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, March 6, 1935:

	Sales.	High.	Low.	—Close—	Mar.	Mar.
	Week ended				13.	6.
	Mar. 13.	—Mar. 13.—				
Amal. Leather	1,000	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4
Do. Pfd.	200	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2
Amer. H. & L.	800	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Do. Pfd.	1,000	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2
Amer. Stores	1,600	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4
Armour Ill.	32,600	4	3 3/4	3 3/4	4	4
Do. Pr. Pfd.	4,900	63	60 1/2	62	67 1/2	67 1/2
Do. Pfd.	100	102 1/2	101	101	102 1/2	102 1/2
Do. Del. Pfd.	600	104 1/2	103 1/2	103 1/2	106 1/2	106 1/2
Beecham Pack.	300	73 1/2	73 1/2	73 1/2	74 1/2	74 1/2
Bohack, H. C.	50	9	9	9	9 1/2	9 1/2
Do. Pfd.	...	...	...	...	65	65
Chick. Co. Oil	2,000	26 1/4	26	26 1/4	27 1/2	27 1/2
Childs Co.	1,300	4	3 3/4	3 3/4	4 1/4	4 1/4
Cudahy Pack.	700	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
First Nat. Strs.	1,100	47 1/2	47 1/2	47 1/2	48 1/2	48 1/2
Gen. Foods	6,400	33 1/2	32 3/4	32 3/4	33 3/4	33 3/4
Gobel Co.	7,800	3	2 1/2	2 1/2	3 1/2	3 1/2
Gr. A. & P. 1st Pfd.	50	125 1/2	125	125	128	128
Do. New	140	126	125	125	128	128
Hornel, G. A.	30	19 1/4	19 1/4	19 1/4	19 1/4	19 1/4
Hygrade Food.	700	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Kroger G. & B.	5,400	23 1/4	23 1/4	23 1/4	23 1/4	23 1/4
Libby McNeill.	4,800	6 1/2	6 1/2	6 1/2	7	7
Mickelberry Co.	700	4	4	4	4	4
M. & H. Pfd.	80	4	4	4	4	4
Morrell & Co.	200	63	63	63	64 1/2	64 1/2
Nat. Leather	650	4	4	4	4	4
Nat. Tea	2,400	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
Proc. & Gamb.	5,900	47 1/2	46 1/2	46 1/2	48 1/2	48 1/2
Do. Pr. Pfd.	150	120	120	120	117	117
Rath Pack.	100	39	39	39	39	39
Safeway Strs.	1,610	39 1/2	39	39	39	39
Do. 6% Pfd.	420	106	106	106	106	106
Do. 7% Pfd.	112	112	112	112	112 1/2	112 1/2
Stahl Meyer	...	...	...	...	8 1/2	8 1/2
Swift & Co.	15,400	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
Do. Intl.	5,700	33	32 1/2	32 1/2	34 1/2	34 1/2
Truist Pork	...	...	...	...	9	9
U. S. Leather	1,600	4 1/4	4 1/4	4 1/4	5 1/4	5 1/4
Do. A.	2,200	8	7 1/2	8	8 1/2	8 1/2
Do. Pr. Pfd.	...	...	...	...	87	87
Wesson Oil	10,500	32 1/2	32	32 1/2	33	33
Do. Pfd.	800	75 1/2	75 1/2	75 1/2	75	75
Wilson & Co.	37,300	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
Do. 6% Pfd.	3,900	60 1/2	60	60 1/2	61	61

### CHAIN STORE TAXATION

A tax on chain stores is being considered in the South Dakota legislature through a bill providing for a licensing system applicable to every store in the state. In order to hit the chain store systems, Representative Thomas E. Reedy, in outlining his proposal, stated that a graduated tax would be established which would run from \$3.00 to \$100 on each store, the owner of one store paying \$3.00 tax and the owner of more than 20 stores paying \$100 on each with varying amounts for smaller chains.

The Vermont sales tax which was passed in 1933 was declared illegal recently. The A. & P. and the First National Stores have brought suit against the State Commissioner of Taxes and thereby won their claims. The act of 1933 imposed a graduated tariff on gross sales, putting the heavier taxes on the larger stores. It is believed the state will appeal the decision.

The A. & P. have joined forces with the Sanitary Grocery Co. to combat the Fredericksburg, Va., chain store tax. The tax is \$1,000 a year on the first store and \$500 a year on each additional store.

A bill was offered in the Illinois general assembly recently which is intended to impose a tax upon chain stores. The bill requires persons engaged in the retail business to secure a license from the state which, for chain stores, is fixed at from \$3 to \$150 a store.

### CHAIN STORE NOTES

Jewel Tea Co. reports sales of \$1,450,684 for the four weeks ended Feb. 23, or 13.65 per cent more than sales of \$1,276,473 a year ago. Sales for the first eight weeks totaled \$2,845,909, a gain of 14.24 per cent over the same period last year. In the four weeks ended Feb. 23 units operated averaged 1,552, compared with 1,485 the preceding year.

### BUTTER IMPORTS INCREASE

New Zealand butter shipments to New York amounted to 2,288,000 lbs. between February 26 and March 1, according to consular advices. Total movement of New Zealand butter to New York from January 5 to March 1, 1935, was 4,483,000 lbs.

### PRODUCE FREIGHT RATES

Interstate Commerce Commission found freight rates on butter, eggs and dressed poultry from Springfield and Nevada, Mo., to points in official territory unreasonable. Decision was rendered on complaint of Swift & Company against St. Louis-San Francisco Railway Co.

# I. C. Co. SHURSTITCH Sewed CASINGS

Importers  
**SAUSAGE CASINGS**

Exporters  
New York London Hamburg

**INDEPENDENT CASING COMPANY**  
1335 West Forty-Seventh Street, Chicago, Illinois

## CALVEG

### SERVICE to Meat Packers

Unequalled quality and perfect uniformity of CALVEG Onion and Garlic Powders; Peeled Pimiento Flakes; Vegetable Meat Loaf Mixture; and Green Bell Pepper Flakes are the reasons why the well-known distributors at the right handle CALVEG exclusively!

**THE BURBANK CORP., Burbank, Calif.**

CHICAGO:  
Sokol & Company

CINCINNATI:  
Frank Tea & Spice Co.

DETROIT:  
Asmus Brothers

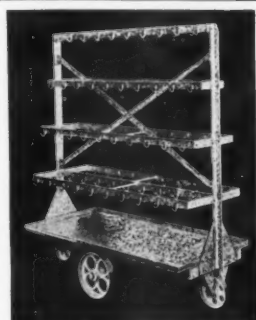
PHILADELPHIA:  
J. K. Laudenslager, Inc.

PITTSBURGH:  
Con Yeager Co.

ST. LOUIS:  
Jas. H. Forbes  
Tea & Coffee Co.

KANSAS CITY, MO.:  
Shepard & French Co.

SAN FRANCISCO:  
California Casing Co.



Pat. applied for  
**Fig. 1096 - "Hallowell"  
Liver Truck**

### "HALLOWELL" PACKING PLANT EQUIPMENT

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

Write for BULLETIN 449 covering our complete line of "HALLOWELL" Packing Plant Equipment.

**STANDARD  
PRESSED STEEL CO.**  
Jenkintown, Pa.  
Box 550

## STOCKINETTE BAGS AND TUBING

for BEEF—LAMB—HAM—SHEEP  
—PIGS—CUTS—CALVES—  
FRANKS, Etc.  
**CORRECT FIT GUARANTEED**

**E.S. HALSTED & CO., Inc.**

64 PEARL ST., NEW YORK CITY  
Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



Ham Bag

## YOUR SAUSAGE PRODUCTS DESERVE THE BEST SPICES

Good spices play a big part in producing sausage profits! Only the best spices will give full flavor, appetizing appeal and high quality that mean PROFITS.

It pays to use the best spices—FORBES Spices! They add extra satisfaction that spells the difference between "just another sausage" and a real profit-producer.

Use FORBES Spices for sausage profits!

*Quality for 82 years!*

**FORBES  
SPICES**  
add the  
touch that  
means so much

**JAS. H. FORBES TEA & COFFEE CO.**

908-926 CLARK AVE. ST. LOUIS

REPRESENTATIVES

Fred Einhorn, 302 Delaware, Kansas City, Mo.  
V. A. Kennedy, 602 Merchants National Bank Bldg.,  
Omaha, Nebr.

## NEW REDUCED RATES AT HOT SPRINGS

NATIONAL PARK  
ARKANSAS

**MAJESTIC  
HOTEL  
AND  
BATH HOUSE**



Sufferers from rheumatism, neuritis, kidney trouble, high blood pressure and kindred ailments find swift and sure relief in the forty-six world-famous springs here at Hot Springs, Arkansas. Work-out systems are toned up; new health comes to jagged nerves.

**Enjoy every outdoor sport while  
you Bathe your troubles away!**

The sportsman finds a new thrill in golf, riding, fishing and all outdoor sports high up in the Ozark Mountains in a 900 acre Government Park.

Come to Hotel Majestic at Hot Springs now  
You can have a room, an apartment, or a cottage at extremely moderate cost.....

**H. GRADY MANNING President**

**YOU NEVER DREAMED THAT  
A HOT SPRINGS VACATION  
COULD COST SO LITTLE**





# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

### Carcass Beef.

Prime native steers—	Week ended March 16, 1935.	Cor. week.
400-600	19 1/2 @ 21	12 @ 13
600-800	18 1/2 @ 19 1/2	9 1/2 @ 10 1/2
800-1000	20 @ 21	9 @ 9 1/2
Good native steers—		
400-600	18 @ 19	10 @ 10 1/2
600-800	18 @ 19	8 1/2 @ 9 1/2
800-1000	18 1/2 @ 19 1/2	8 @ 8 1/2
Medium steers—		
400-600	15 1/2 @ 16 1/2	9 @ 9 1/2
600-800	17 @ 18	8 @ 8 1/2
800-1000	17 @ 18	7 1/2 @ 8
Heifers, good, 400-600	16 1/2 @ 17 1/2	8 1/2 @ 9 1/2
Cows, 400-600	16 @ 17	8 1/2 @ 9 1/2
Hind quarters, choice	24	15 1/2 @ 16 1/2
Fore quarters, choice	24	10 1/2

### Beef Cuts.

Steer loins, prime	unquoted	@ 20
Steer loins, No. 1	29	@ 20
Steer loins, No. 2	36	@ 15
Steer short loins, prime	unquoted	@ 23
Steer short loins, No. 1	51	@ 20
Steer short loins, No. 2	46	@ 19
Steer loin ends (hips)	27	@ 12
Steer loin ends, No. 2	26	@ 11 1/2
Cow loins	23	@ 11
Cow short loins	28	@ 13
Cow loin ends (hips)	18	@ 8
Steer ribs, prime	unquoted	@ 16
Steer ribs, No. 1	28	@ 12
Steer ribs, No. 2	26	@ 11
Cow ribs, No. 2	21	@ 8
Cow ribs, No. 3	18	@ 7
Steer rounds, prime	unquoted	@ 10 1/2
Steer rounds, No. 1	17 1/2	@ 9 1/2
Steer rounds, No. 2	17	@ 9
Steer chucks, prime	unquoted	@ 9
Steer chucks, No. 1	15 1/2	@ 7 1/2
Steer chucks, No. 2	14 1/2	@ 7
Cow rounds	14 1/2	@ 7 1/2
Cow chucks	14	@ 6 1/2
Steer plates	13	@ 5
Medium plates	12 1/2	@ 4 1/2
Briskets, No. 1	19	@ 10
Steer navel ends	11	@ 3
Cow navel ends	10 1/2	@ 3
Fore shanks	10	@ 5
Strip loins, No. 1, bulls	90	@ 4
Strip loins, No. 2	50	@ 27
Sirloin butts, No. 1	26	@ 14
Sirloin butts, No. 2	22	@ 10
Beef tenderloins, No. 1	70	@ 40
Beef tenderloins, No. 2	35	@ 20
Rump butts	26	@ 12
Flank steaks	22	@ 11
Shoulder clods	12 1/2	@ 8 1/2
Hanging tenderloins	19	@ 10 1/2
Insides, green, @ 8 lbs.	13 1/2	@ 7 1/2
Outsides, green, @ 8 lbs.	12 1/2	@ 6 1/2
Knuckles, green, @ 6 lbs.	13	@ 9

### Beef Products.

Brains (per lb.)	9 1/2	@ 5 1/2
Hearts	20	@ 5
Tongues	18	@ 15
Sweetbreads	32	@ 17
Ox-tail, per lb.	12	@ 6
Beef tripe, plain	7	@ 4
Fresh tripe, H. O.	10	@ 8
Livers	20	@ 12
Kidneys, per lb.	10 1/2	@ 8

### Veal.

Choice carcass	14	@ 11
Good carcass	12	@ 10
Good saddles	14	@ 10
Good racks	12	@ 10
Medium racks	10	@ 8

### Veal Products.

Brains, each	21	@ 6 1/2
Sweetbreads	45	@ 35
Calf livers	40	@ 35

### Lamb.

Choice lambs	17	@ 17
Medium lambs	15	@ 15
Choice saddles	19	@ 19
Medium saddles	17	@ 17
Choice fores	14	@ 15
Medium fores	12	@ 12
Lamb fries, per lb.	32	@ 25
Lamb tongues, per lb.	13	@ 15
Lamb kidneys, per lb.	20	@ 25

### Mutton.

Heavy sheep	8	@ 6
Light sheep	10	@ 10
Heavy saddles	11	@ 10
Light saddles	12	@ 12
Heavy fores	5	@ 4
Light fores	7	@ 8
Mutton legs	13	@ 12
Mutton loins	10	@ 10
Mutton stew	7	@ 7
Sheep tongues, per lb.	12 1/2	@ 9
Sheep heads, each	10	@ 8

## Fresh Pork, etc.

Pork loins, @ 10 lbs. av.	24	@ 14 1/2
Picnic shoulders	18	@ 10
Skinned shoulders	19	@ 11 1/2
Tenderloins	38	@ 30
Spare ribs	16	@ 9
Back fat	15	@ 7 1/2
Boston butts	22	@ 13
Boneless butts, cellar trim,	24	@ 17
Hocks	12	@ 7
Tails	14	@ 6
Neck bones	7	@ 2 1/2
Slip bones	11	@ 6
Blade bones	14	@ 9
Pigs' feet	7	@ 3
Kidneys, per lb.	10	@ 7
Livers	12	@ 5
Brains	12	@ 5
Ears	7	@ 4
Snouts	11	@ 4 1/2
Heads	8	@ 5
Chitterlings	6	@ 5

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	29	@ 23 1/2
Country style sausage, fresh in links	23 1/2	@ 20 1/2
Country style sausage, fresh in bulk	20 1/2	@ 24 1/2
Country style sausage, smoked	24 1/2	@ 18 1/2
Frankfurts in hog casings	18 1/2	@ 17
Bologna in beef bungs, choice	17	@ 16
Bologna in beef middles, choice	16	@ 15 1/2
Liver sausage in beef rounds	15 1/2	@ 14
Smoked liver sausage in hog bungs	14	@ 13
Liver sausage in hog bungs	13	@ 12
Head cheese	12	@ 11 1/2
New England luncheon specialty	11 1/2	@ 10 1/2
Mixed luncheon specialty, choice	10 1/2	@ 9 1/2
Tongue sausage	9 1/2	@ 8 1/2
Blood sausage	8 1/2	@ 7 1/2
Souse	7 1/2	@ 6 1/2
Polish sausage	6 1/2	@ 5 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	40	@ 19 1/2
Thuringer cervelat	19 1/2	@ 27
Farmer	27	@ 25
Holsteiner	25	@ 35
B. C. salami, choice, in hog bungs	35	@ 37
Milano salami, choice, in hog bungs	37	@ 20 1/2
B. C. salami, new condition	20 1/2	@ 34
Frisses, choice, in hog middles	34	@ 31
Genoa style salami	31	@ 21
Pepperoni	21	@ 41
Mortadella, new condition	41	@ 34
Capicola	34	@ 38
Italian style hams	38	
Virginia hams		

## SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	16	@ 20
Special lean pork trimmings	20	@ 21
Extra lean pork trimmings	21	@ 15 1/2
Pork cheek meat	15 1/2	@ 10
Pork hearts	10	@ 10
Pork livers	10	@ 11 1/2
Native boneless bull meat (heavy)	11 1/2	@ 10 1/2
Shank meat	10 1/2	@ 10
Boneless chucks	10	@ 9
Beef trimmings (heavy)	9	@ 8 1/2
Beef cheeks (trimmed)	8 1/2	@ 8
Dressed canners, 350 lbs. and up	8	@ 18 1/2
Dressed cutter cows, 400 lbs. and up	18 1/2	
Dr. bologna bulls, 600 lbs. and up		
Pork tongues, canner trim, S. P.		

## SAUSAGE IN OIL

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$6.25	
Large tins, 1 to crate	7.00	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	\$7.25	
Large tins, 1 to crate	8.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	\$6.50	
Large tins, 1 to crate	7.25	

## BARRELED PORK AND BEEF

Mess pork, regular	33.00	
Family back pork, 24 to 34 pieces	31.50	
Family back pork, 35 to 45 pieces	31.00	
Clear back pork, 40 to 50 pieces	33.00	
Clear plate pork, 25 to 35 pieces	26.00	
Bean pork	26.50	
Brisket pork	32.00	
Plate beef	22.00	
Extra plate beef, 200 lb. bbl.	23.00	

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	18.50	
Lamb tongue, short cut, 200-lb. bbl.	40.00	
Reginal tripe, 200-lb. bbl.	19.00	
Honeycomb tripe, 200-lb. bbl.	22.00	
Pocket honeycomb tripe, 200-lb. bbl.	25.00	

## DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 16 1/2
Clear bellies, 14@16 lbs.	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2
Fat backs, 10@12 lbs.	@ 13 1/2
Fat backs, 14@16 lbs.	@ 14 1/2
Regular plates	@ 13 1/2
Jowl butts	@ 12 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.	20 1/2 @ 21 1/2
Fancy skd. hams, 14@16 lbs.	21 @ 22
Standard reg. hams, 14@16 lbs.	18 1/2 @ 19 1/2
Picnics, 4@8 lbs., short shank	16 @ 17
Picnics, 4@8 lbs., long shank	15 1/2 @ 16 1/2
Fancy bacon, 6@8 lbs.	27 @ 28
Standard bacon, 6@8 lbs.	24 1/2 @ 25 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	25 @ 26
Outsides, 5@9 lbs.	22 @ 23
Knuckles, 5@9 lbs.	23 @ 24
Cooked hams, choice, skin on, fattened	32 @ 33 1/2
Cooked hams, choice, skinless, fattened	27 @ 28
Cooked picnics, skin on, fattened	26 @ 27
Cooked picnics, skinless, fattened	26 @ 27
Cooked loin roll, smoked	40

## LARD

Prime steam, cash, Bd. Trade	\$13.00	
Prime steam, loose, Bd. Trade	13.25	
Refined lard, tierces, f.o.b. Chicago	15	
Kettle rend., tierces, f.o.b. Chgo.	15 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	15 1/2	
Neural, in tierces, f.o.b. Chicago	16 1/2	
Compound, vegetable, tierces, c.n.f.	13 1/2	

## OLEO OIL AND STEARINE

Extra oleo oil	13 1/2 @ 14
Prime No. 2 oleo oil	12 1/2 @ 13
Prime oleo stearine, edible	11 1/2 @ 11 1/2

## TALLOW AND GREASES

Edible tallow, under 1% acid, 43 titre	8 1/2 @ 9
Prime packers' tallow	7 1/2 @ 7 1/2
No. 1 tallow, 10% f.f.a.	6 1/2 @ 6 1/2
Special tallow	6 1/2 @ 7
Choice white grease	7 1/2 @ 7 1/2
A-White grease	7 1/2 @ 7 1/2
B-White grease, maximum 5% acid	6 1/2 @ 7
Yellow grease, 10@15%	6 @ 6 1/2
Brown grease, 40% f.f.a.	6 @ 6 1/2

## ANIMAL OILS

Prime edible	16 1/2	@ 12 1/2
Prime inedible	12 1/2	@ 12 1/2
Headlight	12 1/2	@ 12
Prime W. S.	12	@ 11 1/2
Extra W. S.	11 1/2	@ 11 1/2
Extra lard oil	11 1/2	@ 11 1/2
Extra No. 1	11 1/2	@ 10 1/2
No. 1 lard oil	10 1/2	@ 10 1/2
No. 2 lard oil	10 1/2	@ 10 1/2
Acidless tallow	10 1/2	@ 10 1/2
20% neatfoot	10 1/2	@ 10 1/2
Pure neatfoot	12	@ 12
Special neatfoot	12	@ 11 1/2
Extra neatfoot	11 1/2	@ 11
No. 1 neatfoot	11	@ 11

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt	9 1/2	@ 13 1/2
White, deodorized, in bbls., f.o.b. Chgo.	13 1/2	@ 13 1/2
Yellow, deodorized	13 1/2	@ 13 1/2
Soap stock, 50% f.f.a., f.o.b.	2 1/2 @ 2 1/2	
Corn oil, in tanks, f.o.b. mills	10 1/2 @ 10 1/2	
Soya bean oil, f.o.b. mills	9 @ 9	
Cocconut oil, seller's tanks, f.o.b. coast	5 1/2 @ 5 1/2	
Refined in bbls., f.o.b. Chicago	12 1/2 @ 12 1/2	

## OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	16	@ 13 1/2
Nut, 1-lb. cartons, f.o.b. Chicago	13 1/2	@ 15
Puff paste	15	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.80	
Medium, air dried.....	9.30	
Medium, kiln dried.....	10.80	
Rock.....	6.80	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.05	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	4.50 @ 4.70	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 4.20	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 4.10	

## SPICES

(Basis Chicago, original bbls., bags or bales)	Whole.	Ground.
Allspice Prime.....	6 1/2	8
Resifted.....	7	8 1/2
Chili Pepper, Fancy.....	23 1/2	27
Chili Powder, Fancy.....	23	27
Cloves, Amboyna.....	23	27
Madagascar.....	13 1/2	16 1/2
Zanzibar.....	13 1/2	16 1/2
Ginger, Jamaica.....	19	21 1/2
African.....	9	11
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. Blend.....	60	65
Mustard Flour, Fancy.....	24	24 1/2
No. 1.....	15 1/2	15 1/2
Nutmegs, Fancy Banda.....	25	25
East India.....	21	21
E. I. & W. Blend.....	21	21
Paprika, Extra Fancy.....	24 1/2	24 1/2
Fancy.....	23 1/2	23 1/2
Hungarian.....	27	27
Pepina Sweet Red Pepper.....	20 1/2	20 1/2
Pepper, Cayenne.....	22 1/2	22 1/2
Red Pepper No. 1.....	16 1/2	16 1/2
Pepper, Black Aleppy.....	11 1/2	13
Black Lampoon.....	10	11 1/2
Black Tellicherry.....	12 1/2	14 1/2
White Java Muntok.....	19	21
White Singapore.....	18 1/2	20 1/2
White Packers.....	19	19

## SEEDS AND HERBS

	Whole.	Sausage.
Caraway Seed.....	9	11 1/2
Celery Seed.....	40	45
Cominos Seed.....	10	19
Coriander Morocco Bleached.....	19	21
Coriander Morocco Natural.....	8 1/2	8 1/2
Mustard Seed, Cal. Yellow.....	11	13
American.....	8 1/2	10 1/2
Majoram, French.....	33	37
Oregano.....	11	14
Sage, Dalmation.....	7	9
Dalmation No. 1 Fancy.....	6 1/2	8 1/2

## SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@38
Export rounds, wide.....	@52
Export rounds, medium.....	@35
Export rounds, narrow.....	@44
No. 1 weasands.....	@06
No. 2 weasands.....	@08
No. 1 bungs.....	@11
No. 2 bungs.....	@07
Middles, regular.....	@75
Middles, select, wide, 2 @ 2 1/2 in. diam.....	.95
Middles, select, extra wide, 2 1/2 in. and over.....	1.25
Dried bladders:	
12-15 in. wide, flat.....	1.05
10-12 in. wide, flat.....	.85
8-10 in. wide, flat.....	.65
6-8 in. wide, flat.....	.40
Hog casings:	
Narrow, per 100 yds.....	2.00
Narrow, special, per 100 yds.....	2.15
Medium, regular.....	2.15
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.85
Export bungs.....	.30
Large prime bungs.....	.22
Medium prime bungs.....	.15
Small prime bungs.....	.10
Middle, per set.....	.16
Stomachs.....	.08

## COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35 @ 1.37 1/2
Oak pork barrels, black iron hoops.....	1.25 @ 1.27 1/2
Ash pork barrels, galv. iron hoops.....	1.42 @ 1.45
Oak pork barrels, galv. iron hoops.....	1.32 @ 1.35
White oak ham tierces.....	2.12 @ 2.15
Red oak lard tierces.....	1.87 @ 1.90
White oak lard tierces.....	1.97 @ 2.00

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, good.....	\$10.50 @ 11.00
Cows, common and medium.....	4.50 @ 6.50
Bulls, good.....	@ 6.25

## LIVE CALVES

Vealers, good and choice.....	\$ 9.50 @ 10.50
Vealers, medium.....	8.00 @ 9.00
Vealers, cull and common.....	4.50 @ 7.00

## LIVE LAMBS

Lambs, choice.....	@ \$9.00
Lambs, aged wethers.....	@ 6.25

## LIVE HOGS

Hogs, 187 lb. average, good.....	@ \$9.40
Hogs, heavy.....	8.10 @ 8.20

## DRESSED HOGS

Hogs, good to choice.....	\$16.75 @ 17.00
---------------------------	-----------------

## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	@ 22
Choice, native, light.....	@ 21
Native, common to fair.....	@ 18

### Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	@ 21
Native choice yearlings, 440 @ 600 lbs.....	@ 20
Good to choice heifers.....	@ 17
Good to choice cows.....	@ 18
Common to fair cows.....	@ 13
Fresh bologna bulls.....	8 1/2 @ 9 1/2

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @ 26	26 @ 28
No. 2 ribs.....	22 @ 23	23 @ 25
No. 3 ribs.....	16 @ 21	18 @ 21
No. 1 loins.....	30 @ 34	34 @ 38
No. 2 loins.....	26 @ 29	28 @ 32
No. 3 loins.....	20 @ 23	24 @ 27
No. 1 hinds and ribs.....	22 @ 24	23 @ 25
No. 2 hinds and ribs.....	18 @ 24	20 @ 22
No. 1 rounds.....	18 @ 19	18 @ 19
No. 2 rounds.....	16 @ 17	16 @ 17
No. 3 rounds.....	14 @ 15	14 @ 15
No. 1 chucks.....	18 @ 19	19 @ 20
No. 2 chucks.....	16 @ 17	17 @ 18
No. 3 chucks.....	14 @ 15	15 @ 16
Bolognas.....	10 @ 11	11 @ 12
Rolls, reg. 6 @ 8 lbs. avg.....	23 @ 25	25 @ 27
Rolls, reg. 4 @ 6 lbs. avg.....	18 @ 20	20 @ 22
Tenderloins, 4 @ 6 lbs. avg.....	50 @ 60	60 @ 80
Tenderloins, 6 @ 8 lbs. avg.....	50 @ 60	60 @ 80
Shoulder clods.....	12 @ 14	14 @ 16

## DRESSED VEAL

Good.....	@ 17
Medium.....	@ 16
Common.....	@ 14

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	@ 17
Lambs, good.....	@ 16
Lambs, medium.....	@ 15
Sheep, good.....	@ 13
Sheep, medium.....	@ 11

## FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs. 22.....	@ 23
Pork tenderloins, fresh.....	@ 35
Pork tenderloins, frozen.....	@ 32
Shoulders, Western, 10 @ 12 lbs. avg.....	@ 18 1/2
Butts, boneless, Western.....	@ 23
Butts, regular, Western.....	@ 22
Hams, Western, fresh, 10 @ 12 lbs. avg.....	@ 19
Picnic hams, Western, fresh, 6 @ 8 lbs. avg.....	@ 16
Pork trimmings, extra lean.....	@ 21
Pork trimmings, regular 50% lean.....	@ 17
Spareribs.....	@ 16 1/2

## SMOKED MEATS

Regular hams, 8 @ 10 lbs. avg.....	20 1/2 @ 21 1/2
Regular hams, 10 @ 12 lbs. avg.....	20 1/2 @ 21 1/2
Regular hams, 12 @ 14 lbs. avg.....	21 @ 22
Skinned hams, 10 @ 12 lbs. avg.....	21 1/2 @ 22 1/2
Skinned hams, 12 @ 14 lbs. avg.....	22 @ 23
Skinned hams, 16 @ 18 lbs. avg.....	22 1/2 @ 23 1/2
Skinned hams, 18 @ 20 lbs. avg.....	21 1/2 @ 22 1/2
Picnics, 4 @ 6 lbs. avg.....	17 @ 18
Picnics, 6 @ 8 lbs. avg.....	16 @ 17
City pickled bellies, 8 @ 12 lbs. avg.....	23 @ 24
Bacon, boneless, Western.....	27 @ 28
Bacon, boneless, city.....	25 @ 26
Rollettes, 8 @ 10 lbs. avg.....	21 1/2 @ 22 1/2
Beef tongue, light.....	23 @ 25
Beef tongue, heavy.....	23 @ 27

## FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, 1 c. trim'd.....	30c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

## BUTCHERS' FAT

Shop fat.....	@ 2.50 per cwt.
Breast fat.....	@ 3.00 per cwt.
Edible suet.....	@ 5.00 per cwt.
Inedible suet.....	@ 3.50 per cwt.

## GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	12	1.75	1.85	1.90	2.05
Prime No. 2 veals.....	11	1.60	1.70	1.75	1.80
Buttermilk No. 1.....	9	1.45	1.55	1.60	1.65
Buttermilk No. 2.....	8	1.35	1.45	1.50	1.55
Branded gruby.....	6	.95	1.05	1.10	1.15
Number 3.....	6	.95	1.05	1.10	1.15

## BONES, HOOF AND HORNS

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 85.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

## PRODUCE MARKETS

	Chicago.	New York.
<b>BUTTER.</b>		
Creamery (92 score).....	@ 30 1/2	@ 31 1/2
Creamery (90-91 score).....	@ 30 1/2	31 1/2 @ 32
Creamery firsts (88-89 score).....	@ 29 1/2	31 @ 31 1/2
<b>EGGS.</b>		
Extra firsts.....	20 1/2 @ 21 1/2	20 1/2 @ 21 1/2
Firsts (fresh).....	20 1/2 @ 21	20 1/2 @ 21 1/2
Standards (fresh).....	20 1/2 @ 21	22 1/2 @ 23
<b>LIVE POULTRY.</b>		
Fowls.....	13 @ 20 1/2	20 @ 21
Chickens.....	14 1/2 @ 20	15 @ 19
Broilers and fryers.....	21 @ 24 1/2	21 @ 24 1/2
Turkeys.....	14 @ 21	19 @ 26
Ducks.....	11 @ 21	11 @ 17
Geese.....	11 @ 16	11 @ 13
<b>DRESSED POULTRY.</b>		
Fryers, 31-42, frozen.....	21 1/2 @ 22	22 1/2 @ 23
Roasters, 43-54, frozen.....	23 @ 24 1/2	24 @ 25 1/2
Roasters, 55 & up, frozen.....	23 1/2 @ 27	24 1/2 @ 28
Fowls, 31-47.....	18 @ 20	19 @ 21
48-59.....	21 @ 21 1/2	22 @ 23
60 and up.....	21 @ 21 1/2	22 1/2 @ 23

## BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended March 7, 1935:

	March	1	2	4	5	6	7
Chicago.....	31 1/2	30	30	30	29 1/2	29 1/2	29 1/2
New York.....	33 1/2	32 1/2	31 1/2	31 1/2	31 1/2	31 1/2	31 1/2
Boston.....	34 1/2	33 1/2	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2
Phila.....	34 1/2	33 1/2	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2
San Fran.....	33 1/2	33	31 1/2	31 1/2	32 1/2	32 1/2	32 1/2

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	31	30	30	29 1/2	29	29 1/2
Receipts of butter by cities (tubs):						

This Last Last Since Jan. 1—  
week. week. year. 1935. 1934.

Chicago.....	30,474	29,213	34,864	369,871	433,914
N. Y.....	41,003	39,247	60,341	576,713	603,258
Boston.....	15,039	12,526	21,752	227,311	214,290
Phila.....	18,718	14,968	27,032	199,750	239,886

Total.....105,234 95,954 143,989 1,373,645 1,551,846

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Mar. 7.	Mar. 7.	Mar. 8.	last year.
Chicago.....	23,585	52,072	1,086,606	837,805
N. Y.....	18,900	33,345	1,429,809	3,671,794
Boston.....	8,505	495,963	646,310	576,587
Phila.....	11,700	182,069	177,000	177,000
Total.....	42,485	105,742	3,194,477	13,032,766

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Sausage Foreman

Position wanted by sausage foreman with wide experience making full line of sausage, loaves, specialties, summer sausage, and spiced canned goods. Knows how to figure costs and not afraid of work. Capable of taking full charge of department. Excellent references. W-836, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Manager or Superintendent

Can furnish excellent references as to ability and qualifications to be manager or superintendent of small or medium-sized plant, preferably one not getting returns it should, conditions considered. W-837, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### By-Product Foreman

Position wanted by dependable man with wide experience in lard refinery, inedible wet and dry rendering, fertilizer, bones, hides, hog hair, meat scraps, and hog tankage. Married. Good character. Good references. W-838, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Butcher and Foreman

Position wanted by young man with experience of 15 years as butcher and 7 years as foreman of hog cutting and killing department. Also experienced on English meats. Now and for 12 years employed by one of large packers. Good references. W-839, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Pork Production and Sales

Pork executive, experienced in buying, production, and sales now available. Acquainted in all territories. Further information on application. W-817, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Experienced Foreman

Twelve years' experience as cattle, hog killing and pork cutting foreman. Employed now and all through depression. All-around cattle and hog butcher who knows how cattle should be dressed. Can handle men and get results. Operate these departments at minimum cost. Married and positively sober. Best of references. W-831, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can furnish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Sausagemaker

Young man with wide experience manufacturing all kinds of sausage products. Can produce quality products from all types of meats. Knowledge of all cures and binding materials with ham and bacon cure hard to equal. Keeps records and costs. Present position 5 years. Excellent references. Married. W-834, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Pork Man

Aggressive young operator in pork division desires connection with progressive organization. Twenty years' experience in plant operations. Specializes in fancy cured and smoked meats; standard and quick cures. Six years with present employer as pork superintendent. Good references. W-829, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment For Sale

### Swing Hammer Mill

For sale, Gruendler XXXO swing hammer mill 30 in. diameter, 80 in. width, SKF roller bearings, both grate bars and perforated metal screen. Used for grinding wet and dry rendered tankage. Can be used for grinding shop fat and bone. Kentucky Chemical Mfg. Co., 410 East 10th St., Covington, Ky.

Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

## Equipment For Sale

### Oleo Kettle

For sale, one oleo kettle complete with oleo oil receiver. Never used. Excellent condition. FS-840, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Gould Pump

For sale, Gould five-gun car washer pump, No. 507223, Figure 1764 with 7½ H.P., 3-phase, 220-volt, A. C. motor. Good for packinghouse use. J. Fred Schmidt Packing Company, Columbus, Ohio.

### Will Sacrifice

One Anco No. 635 rotary meat cutter. New machine. Used slightly in government meat packing. No further use to us. Plymouth Packing Company, Inc., Plymouth, Wisconsin.

### Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Machinery Bargains

Following machinery for sale at bargain:

- 3—Mechanical Mfg. Meat Mixers
  - 1—M. & M.
  - 1—Lard Filter Press
  - 2—Steam Tube Dryers, 6 ft. x 35 ft.
  - 5—Cooking Kettles
  - Miscellaneous lard rolls, cutters, rendering tanks, hammer mills, ice machines, boilers, pumps, etc.
- What idle machinery have you for sale?

CONSOLIDATED PRODUCTS COMPANY, INC.  
14-19 Park Row, New York City

## Superior Packing Co.

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF**

**BONELESS BEEF and VEAL**

Carlots

Barrel Lots

## Wilmington Provision Company

### TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs, Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

**CATTLE, HOGS, SHEEP AND CALVES**

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallows

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

## Selected Beef and Sheep Casings NEW YORK CITY

43rd & 44th Streets  
First Ave. and East River

Telephone  
Murray Hill 4-2900

Phone Gramercy 3665

### Schweisheimer & Fellerman

Importers and Exporters of  
SAUSAGE CASINGS

Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St. New York, N. Y.

"The Skins You Love to Stuff"

### Early & Moor, Inc.

#### SAUSAGE CASINGS

Exporters  
Importers

139 Blackstone St.  
Boston, Mass.

### HARRY LEVI & CO.

Importers and Exporters of  
Sausage Casings

723 West Lake Street

Chicago

### TO SELL YOUR PRODUCTS —in Great Britain—

communicate with

STOKES & DALTON, LTD.  
Leeds, 9 ENGLAND

### Sheep - Beef - Hog CASINGS

HIGH QUALITY

PROMPT SERVICE

FAIR PRICES

### M. J. SALZMAN Co., INC.

619 W. 24th Place, Chicago  
Cable Masals, Liebers, Bentley Code

### THE CUDAHY PACKING CO.

Importers and Exporters of

#### Selected Sausage Casings

221 North La Salle Street

Chicago, U. S. A.

MASSACHUSETTS IMPORTING COMPANY  
IMPORTERS and EXPORTERS

### SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.  
276 Fifth Ave.

BOSTON, MASS.  
78-80 North St.

### A Short Cut to Sausage Supremacy

use

"Casings by Mongolia"

MONGOLIA  
IMPORTING CO., INC.

274 Water St. New York City

# INDEX

## TO ADVERTISERS

Adler Company .....	*	Live Stock National Bank .....	*
Albright-Nell Co., The.....Third Cover	*	Lohman, Wm. J., Inc. ....	*
Aluminum Cooking Utensil Co.....	*	McMurray, L. H. ....	34
American Can Co.....	*	Mack Trucks, Inc. ....	*
American Soya Products Corp.....	*	Majestic Hotel .....	47
American Wire Form Co.....	*	Manaster, Harry & Bro. ....	54
Anderson, V. D. Co.....	*	Massachusetts Importing Co.....	51
Arbogast & Bastian Company.....	50	Mayer, H. J. & Sons Co.....	40
Armour and Company.....	*	Merrill Woodenware Co.....	42
Armstrong Cork Products Co.....	*	Meyer, H. H., Packing Co.....	54
Bemis Bro. Bag Co.....	22	Midland Paint & Varnish Co.....	*
Best & Donovan.....	32	Mitts & Merrill.....	*
Brand Bros., Inc.....	*	Mongolia Importing Co., Inc.....	51
Brecht Corporation, The.....	*	Morrell & Co., John.....	*
Bristol Company .....	*	Moto Meter Gauge & Equip. Corp....	*
Brown Corp. ....	*	Oppenheimer Casing Co.....	*
Burbank Corporation, The.....	47	Patent Casing Co.....	*
Burnette, C. A. Co.....	*	Paterson Parchment Paper Co.....	*
Burning Brand Co.....	*	Pel-O-Cel Products Corp.....	*
Cahn, Fred C.....	*	Peters Machinery Co.....	*
Callahan, A. P. & Co.....	48	Powers Regulator Co.....	*
Calvert Machine Co.....	*	Pressed Steel Tank Co.....	*
Celotex Co. ....	26	Rath Packing Co., The.....	53
Chevrolet Motor Co.....	*	Republic Steel Corp.....First Cover	*
Chili Products Corporation, Ltd.....	*	Rhineland Paper Co.....	*
Cincinnati Butchers' Supply Corp.....	28	Rogers, F. C., Inc.....	43
Circle E Provision Co.....	10	Salzman, M. J. Co., Inc.....	51
Columbus Packing Co., The.....	53	Sarco Co., Inc.....	40
Container Corporation .....	*	Sayer & Co., Inc.....	*
Continental Can Co.....	*	Schluderberg, Wm.-T. J. Kurlde Co...	54
Cork Insulation Co., Inc.....	*	Schweisheimer & Fellerman.....	51
Crane Co. ....	8	Schwenger-Klein, Inc.....	42
Crescent Mfg. Co.....	26	Seaslic, Inc. ....	26
Cudahy Packing Co., The.....	51	Self-Locking Carton Co.....	*
Darling & Company.....	*	Shellabarger Grain Products Co.....	*
Dexter Folder Company.....	*	Sheppard, Ben .....	34
Diamond Crystal Salt Co.....	*	Silvery, Nicholas .....	*
Dold, Jacob, Packing Co.....	53	Smith, Brubaker & Egan.....	43
Dry-Zero Corporation .....	*	Smith Paper Co., H. P.....	18
Du Pont Cellophane Co.....	*	Smith's Sons Co., John E.....Second Cover	*
Durr, C. A. Packing Co., Inc.....	54	Sparks, H. L. & Co.....	34
Early & Moor, Inc.....	51	Specialty Manufacturers Sales Co....	42
Exact Weight Scale Co.....	*	Stahl-Meyer, Inc.....	*
Fairbanks, Morse & Co.....	*	Staley Sales Corporation.....	*
Fellin, John J., & Co., Inc.....	54	Standard Oil Co., (Indiana).....	9
Forbes, Jas. H. Tea & Coffee Co.....	47	Standard Pressed Steel Co.....	47
Ford Motor Co.....	*	Stange, Wm. J. Co.....	42
French Oil Mill Machinery Co.....	32	Stedman's Foundry & Machine Works	*
Frick Company, Inc.....	*	Stevenson Cold Storage Door Co.....	*
General Electric Company.....	22	Stokes & Dalton, Ltd.....	51
General Motors Truck Co.....	20	Superior Packing Co.....	50
Globe Co., The.....	*	Sutherland Paper Co.....	*
Great Lakes Stamp & Mfg. Co.....	*	Swift & Company.....Fourth Cover	*
Griffith Laboratories .....	26	Sylvania Industrial Corp.....	*
Halsted, E. S. & Co., Inc.....	47	Tagliabue, C. J. Mfg. Co.....	6
Ham Boiler Corporation.....	5	Taylor Instrument Companies.....	*
Hammond, G. H., Company.....	31	Theurer-Norton Provision Co.....	*
Heekin Can Co., The.....	*	Theurer Wagon Works, Inc.....	*
Henschien, H. P.....	43	Transparent Package Co.....	*
Hormel, Geo. A. & Co.....	53	Trenton Mills, Inc.....	*
Hottmann Machine Co., The.....	42	United Cork Companies.....	*
Hubbard, J. W. Co.....	32	United Dressed Beef Company.....	51
Hunter Packing Company.....	53	United Steel & Wire Co.....	42
Hygrade Food Products Corporation..	54	Valatie Mills Corp.....	*
Independent Casing Co.....	47	Vilter Mfg. Co.....	*
Industrial Chemical Sales Co., Inc...	32	Visking Corp.....	*
International Harvester Co.....	*	Vogt, F. G. & Sons, Inc.....	54
International Salt Company.....	*	Watkins-Potts-Walker .....	34
Jackle, Geo. H.....	29	Wepsco Steel Products Co.....	*
Jamison Cold Storage Door Co.....	*	West Carrollton Parchment Co.....	*
Johns-Manville Corporation .....	*	Westinghouse Elec. & Mfg. Co.....	7
Jourdan Process Cooker Co.....	*	Weston Trucking & For. Co.....	*
Kahn's Sons Co., E.....	53	Wicke, A. C., Mfg. Co.....	*
Kalamazoo Vegetable Parchment Co.	35	Willard Hotel .....	40
Kennett-Murray & Co.....	*	Williams Patent Crusher & Pulv. Co.	*
Kingan & Co.....	*	Wilmington Provision Company.....	50
Kold-Hold Mfg. Co.....	*	Wilson & Bennett Mfg. Co.....	*
Krey Packing Co.....	53	Wilson & Co.....	*
Legg, A. C., Packing Co.....	*	Wirk Garment Industries, Inc.....	*
Levi, Harry & Co.....	51	Worcester Salt Co.....	*
Liberty Provision Co.....	*	Worthington Pump & Mch. Corp....	*
Link-Belt Co. ....	3	Wynantskill Mfg. Co.....	*
		Yale & Towne Mfg. Co.....	*
		York Ice Machinery Corporation.....	*

\*Regular Advertisers Appearing at various intervals.

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.

# CARLOT SHIPPERS

*Straight and mixed cars*



**THE E. KAHN'S SONS CO.**  
CINCINNATI, O.

**"AMERICAN BEAUTY"**

**HAMS and BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

*Represented by*

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. O. Ford	B. L. Wright	F. G. Gray Co.
259 W. 14th St.	38 N. Delaware Av.	631 Penn. Av., N.W.	148 State St.

**HORMEL**  
GOOD FOOD

Main Office and Packing Plant  
Austin, Minnesota

*The*  
**RATH PACKING CO.**

❖  
**Pork and Beef Packers**

**BLACKHAWK HAMS and BACON**

Straight and Mixed Cars of  
Packing House Products

**Waterloo, Iowa**

**Krey's**

St. Louis

Shippers of Straight and Mixed Cars

**Pork — Beef — Sausage — Provisions**

**HAMS and BACON**

*"Deliciously Mild"*

New York Office—259 W. 14th St.

REPRESENTATIVES

D. A. Bell, Boston, Mass. H. D. Amliss, Washington, D. C.  
M. Weinstein Co., Philadelphia, Pa. Baltimore, Md.

**The Columbus Packing Company**



**Pork and Beef Packers**

Columbus, Ohio

Schenk Bros., Managers

New York Representative: M. C. Brand, 410 W. 14th St.

**Hunter Packing Company**

East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*

NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:

Wm. G. Joyce, Boston  
F. C. Rogers, Philadelphia

**Dold**

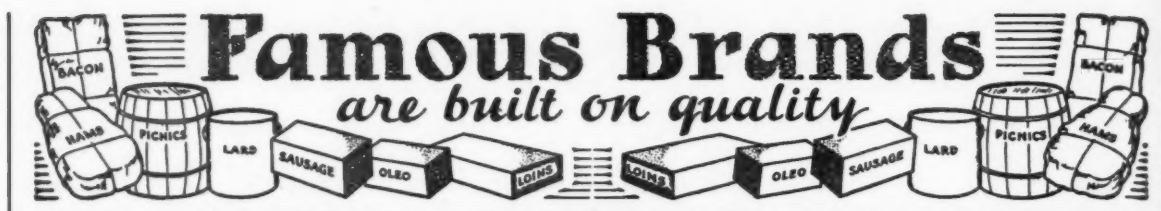
NIAGARA BRAND  
**HAMS & BACON**

SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF — PORK — SAUSAGE — PROVISIONS**

BUFFALO — OMAHA — WICHITA





14 Plants  
Strategically Located

## HONEY BRAND

### Hams — Bacon

**Spiced Ham**

**Luncheon Meat**

*Pork*

*Beef*

*Veal*

*Lamb*

*Sausage Specialties*

**Hygrade Food Products Corporation**

3830 S. Morgan St., Chicago, Ill.



*Philadelphia Scrapple a Specialty*

**John J. Felin & Co., Inc.**

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

Hams  
Bacon  
Lard  
Delicatessen



**Harry Manaster & Bro.**

INCORPORATED

**WHOLESALE MEATS**

1018-32 West 37th Street

Chicago, U. S. A.

Choicest  
Sausage Material  
and  
Selected  
Beef Cuts



**Liberty  
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.



**PORK PRODUCTS—SINCE 1876**

**The H. H. MEYER PACKING CO.**

Cincinnati, Ohio

*foods of Unmatched Quality*

**ESSKAY  
QUALITY**

**HAMS — BACON**

**LARD — SAUSAGE**

**SOUTHERN ROSE SHORTENING**

**The Wm. Schludenberg-T. J. Kurdle Co.**  
Meat Packers Baltimore, Md.

**C. A. Durr Packing Co., Inc.**

**Utica, N. Y.**

*Manufacturers of*



**HAMS  
BACON  
FRANKFURTS**

**LARD  
DAISIES  
SAUSAGES**

**QUALITY Pork Products That SATISFY**



# SAUSAGE STUFFERS AND GRINDERS

"A PAIR THAT'S HARD TO BEAT"



No. 275



The improved ANCO Meat Stuffers and Grinders are rapidly gaining favor with modern sausage manufacturers who have been looking for maximum efficiency.

ANCO Sausage Meat Grinders are made to operate at high speeds without heating or mashing the meat, and without noise and friction. It is the ANCO Patented St. Louis Type Cylinder and Herringbone Gear Drive that assure these commendable features.

ANCO Sausage Stuffers are air operated and are made in four sizes to fit into the production requirements of plants of any size. The covers can be closed and sealed quickly and perfectly. Every possible feature of safety and sanitation has been incorporated in their design. All parts are easily cleaned.

*Write for sausage equipment folder and prices*

## THE ALLBRIGHT-NELL CO.

Eastern Office:  
117 Liberty Street  
New York, N. Y.

5323 S. Western Boulevard,  
Chicago, Ill.

Western Office:  
111 Sutter Street  
San Francisco, Calif.

# PRIDE WASHING POWDER BUILDS

# *Vigorous* Suds

Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

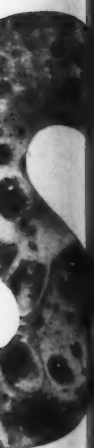
## SWIFT & COMPANY

Industrial Soap Department





R



side  
well  
ish-  
the  
our  
ar-  
ere

Y

(